

HARTFORD

W. Douglas Mackenzie
President

Theological Seminary
Dean, M. W. Jacobus

School of Religious Pedagogy
Dean, E. H. Knight

Kennedy School of Missions
Secretary, E. W. Capen

Through these associated schools Hartford offers full training for:

1. The Christian ministry.
2. The whole field of religious education.
3. The foreign field.

Each School has its independent faculty and its own institutional life, and together they form one interdenominational institution with the unity of common aim and spirit.

TEACHERS' AGENCIES

The Pratt Teachers Agency
70 Fifth Avenue, New York
Recommends teachers to colleges, public and private schools.
Advises parents about schools. **Wm. O. Pratt, Mgr.**

SCHOOLS AND COLLEGES

CONNECTICUT

The Curtis School for Young Boys
Has grown forty-five years and is still under the active direction of its founder.
FREDERICK S. CURTIS, Principal.
GERALD B. CURTIS, Assistant Principal.
BROOKFIELD CENTER, CONNECTICUT.

ILLINOIS

HOME STUDY
(28th Year) Address

Courses in more than 40 subjects are given by correspondence.

The University of Chicago
(Div. X) Chicago, Ill.

MASSACHUSETTS

ABBOT ACADEMY

A School for Girls. ANDOVER, MASS. Founded 1828
23 miles from Boston. General course with Household Science. College Preparation. Outdoor sports.
Address **MISS BERTHA BAILEY, Principal.**

WALNUT HILL SCHOOL

23 Highland St., Natick, Mass. A College Preparatory School for Girls. 17 miles from Boston.
Miss Conant, Miss Bigelow, Principals.

MISS CAPEN'S SCHOOL FOR GIRLS

For many years known as "The Burrough School."
44th year opens September, 1920.
Correspondence should be addressed to
Miss E. T. CAPEN, Principal, NORTHAMPTON, MASS.



SHORT-STORY WRITING
A course of forty lessons in the history, form, structure, and writing of the Short-Story taught by **Dr. J. Berg Esenwein**, for years Editor of Lippincott's. 150-page catalogue free. Please address
THE HOME CORRESPONDENCE SCHOOL
Springfield, Mass.

NEW JERSEY

KENT PLACE Summit, N. J.
A Country School for Girls. College Preparatory and Academic Courses.
Mrs. SARAH WOODMAN PAUL, Principals.
Miss ANNA S. WOODMAN

PENNSYLVANIA

GARDENING FOR WOMEN Twelve Weeks' Course (Apr. 6th-June 26th) in floriculture, vegetable gardening, fruit growing, poultry, bees, and allied subjects. Summer Course Aug. 2d-Aug. 28th. Write for circular. School of Horticulture, Ambler, Pa. (18 miles from Philadelphia). Elizabeth Leighton Lee, Director.

BOYS' CAMPS

CAMP WONPOSET

Bantam Lake, Connecticut. A camp for young boys in the Berkshires. 100 miles from N. Y. City. Everything a boy can wish for. Write for camp book.
ROBERT E. TINDALE, 31 East 71st St., New York City, N. Y.



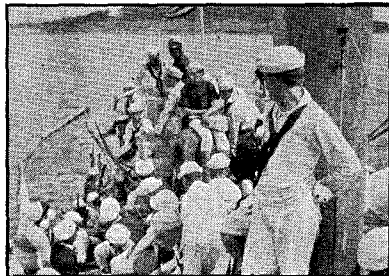
CAMP SOKOKIS, for Boys
Bridgeton, Me. On famous Long Lake. In the foothills of the White Mountains. Small home camp, usual activities. Booklet.
LEWIS CALEB WILLIAMS, 98 Rutland Rd., Brooklyn, New York. Tel. Flatbush 3774.

CAMP PISCATAQUIS Lobster Lake, Maine, via North East Carry. **EUGENE HAYDEN, Director.**
Your boy deserves the best. This Camp offers to boys, 12-17, a 250 mile canoe trip under ideal conditions. Fishing, hiking, exploring. For new booklet with map, write **H. J. STORER, Sec'y, 74 Fayette St., Cambridge, (39) Mass.**

LENAPE The Pennsylvania Camp FOR YOUNGER BOYS
Associated with the Oneca Camps on crystal clear Lake Arthur in the heart of the Poconos. Splendid equipment. Every camp activity. Only Pennsylvania boys' camp giving horseback riding. Write for booklet. **ERNEST W. SIPPLE, 350 W. Duval St., Philadelphia, Pa.**

BOYS' CAMPS

CAMP SIMS



The One Camp for Every Boy Who Loves the Sea

Sea-going situation on Prudence Island in Narragansett Bay. June 20 to September 1 for boys of 14 to 18 years. Supervised, practical preparation for the Navy and Merchant Marine combined with healthful and enjoyable camp life. Specialized academic courses. Practice hikes and cruises. A summer that returns a boy to school with head up, shoulders back, and with new self-reliance and self-discipline. Terms \$175 complete, including uniforms. Send for prospectus and application blanks. **GOV. R. LIVINGSTON EZECKMAN, President;** **BARNES NEWBERRY, Treasurer;** **W. J. PHYSICI, Supt.** Executive Offices: 5 Columbus Circle, New York City.

CAMP KAHKOU

Allagash Lake, Twenty-Eighth
Via Kineo, Maine Season

Two hundred (200) miles of camping, canoeing, fishing, exploring down the famous Allagash River, through the Wilderness of Northern Maine. An experience a boy never forgets. For illustrated booklet write
SUMNER O. HOOPER, Morristown, New Jersey

CAMP PENN

LAKE CHAMPLAIN, N. Y. 14TH SEASON

Camp Penn will interest specially those parents who think a camp should do more for a boy than provide a place in which to play, to eat, and to sleep! Our system includes a number of unusual, interesting, and valuable possibilities.

Special Camp for Younger Boys
Expert staff. 500 acres. Resident physician. For booklet **CHAS. K. TAYLOR, M.A., 9 West 126th St., New York City**

GIRLS' CAMPS

PINE TREE CAMP FOR GIRLS

On Beautiful Naomi Lake
2,000 feet above sea, in pine-laden air of Pocono Mountains. Four hours from New York and Philadelphia. Bungalows and tents on sunny hill. Experienced counselors. Tennis, baseball, canoeing, "hikes"—all outdoor sports. Handicrafts, gardening. 9th Season.
Miss BLANCHÉ D. FRICK, W. School Lane, Philadelphia, Pa.

Sargent Camps for Girls

Peterboro, New Hampshire
DR. D. A. SARGENT, President. For illustrated catalog address **CAMP SECRETARY, 8 Everett St., Cambridge, Mass.**

CAMP YOKUM, BECKETT, MASS.
Situated on the shore of a beautiful lake almost at crest of Berkshire Hills. Altitude 1,875 ft. Seven weeks. Best of teachers, camp and sport leaders. Catalog upon request. \$200 includes all necessary expenses.
MARY E. RICHARDSON, 130 Firglade Ave., Springfield, Mass.

TRAINING SCHOOLS FOR NURSES

EASTON HOSPITAL TRAINING SCHOOL FOR NURSES
offers a three year course of training to young women desiring to take up the work. For information address **Superintendent, Easton Hospital, Easton, Pa.**

St. John's Riverside Hospital Training School for Nurses

YONKERS, NEW YORK
Registered in New York State, offers a 3 years' course—a general training to refined, educated women. Requirements one year high school or its equivalent. Apply to the **Directress of Nurses, Yonkers, New York.**

The Outlook

Copyright, 1920, by The Outlook Company

TABLE OF CONTENTS

Vol. 124 March 24, 1920 No. 12

THE OUTLOOK IS PUBLISHED WEEKLY BY THE OUTLOOK COMPANY, 381 FOURTH AVENUE, NEW YORK. LAWRENCE F. ABBOTT, PRESIDENT. N. T. PULSFER, VICE-PRESIDENT. FRANK C. HOYT, TREASURER. ERNEST H. ABBOTT, SECRETARY. TRAVERS D. CARMAN, ADVERTISING MANAGER

The German Revolution.....	497
Prince Faisal.....	497
Against a General Strike.....	497
Mr. Graves and Mr. Greeley.....	498
The New Secretary of Agriculture.....	498
Rent Profiteering: Is There a Remedy?.....	499
Fencing.....	499
The Problem of Crowded Streets.....	500
Cartoons of the Week.....	501
The Lockett Case.....	502
The Oil-Land Leasing Law.....	502
The United States Grain Corporation... ..	502
America's Art Center.....	503
The University of Strasbourg.....	503
Reaction in Germany.....	503
False Witness.....	504
An Adventure in Art.....	505
A Lenten Talk.....	505
Japanese Prints.....	506
Shall We Cut Out the Discipline?—A Discussion.....	507
Music and the American Soldier.....	509
By Grace Humphrey	
On Becoming a Member of the Landed Gentry.....	512
By Richardson Wright	
Current Events Illustrated.....	513
Community Civics—A Practical Educational Course in Citizenship:	
XIX—Clothing.....	516
By Augustus S. Beatman. With an Introduction by Frank A. Rexford	
The Book Table:	
Sir Oliver Lodge.....	520
By Lyman Abbott	
This Week's Outlook: A Weekly Outline Study of Current Events.....	522
By J. Madison Gathany	
Horatio Nelson and Naval Rewards....	524
W'en Ye Doan' Know What to Do (A Spiritual).....	526
By Lucy Rider Meyer	
A Young Soldier's Interview with General Butler.....	526
Financial Department.....	528
By the Way.....	534

BY SUBSCRIPTION \$4.00 A YEAR. Single copies 10 cents. For Canadian subscriptions, \$1.00 additional for postage.

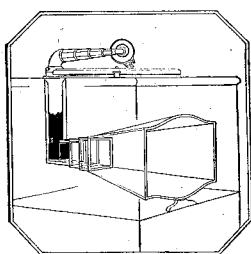
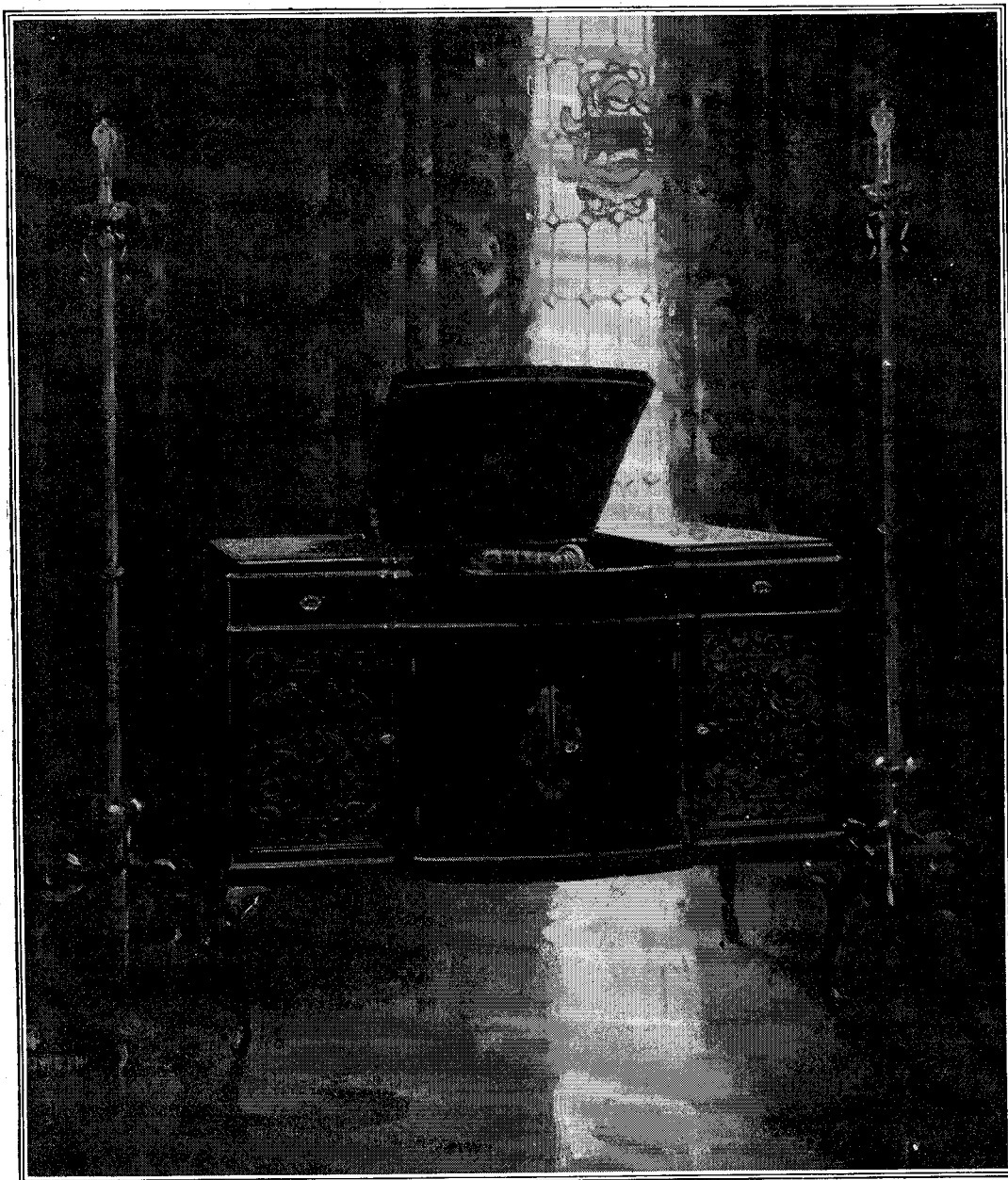
Foreign subscriptions to countries in the Postal Union, \$5.56.

Address all communications to

THE OUTLOOK COMPANY

381 Fourth Avenue

New York City



The Cheney Acoustic Throat gathers tones and releases them under perfect and calculated control.

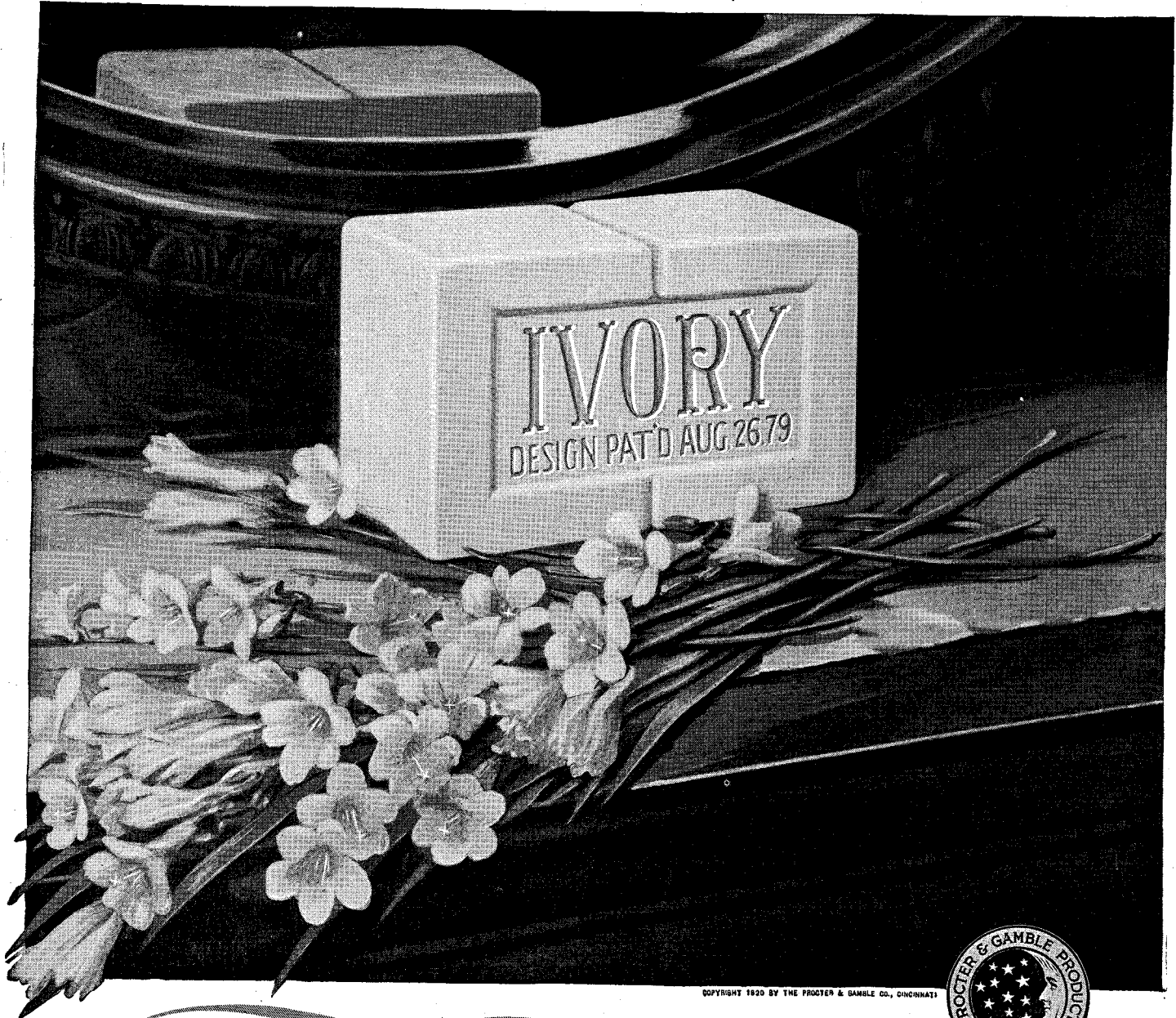
Mellowed by Use as the years go by, because of its violin-like resonator, The Cheney's tone grows constantly richer.

The Cheney entrances even when first it is played—all records are enriched, and acquire new beauty. Original acoustic inventions, used in The Cheney alone, have added greatly to the art of tone reproduction.

Cheney cabinets are faithful, authentic period studies, exact to the most minute detail, and fashioned beautifully by expert craftsmen.

The
CHENEY

CHENEY TALKING MACHINE COMPANY, CHICAGO
Dealers Everywhere



COPYRIGHT 1920 BY THE PROCTER & GAMBLE CO., CINCINNATI



Fragrance

The unobtrusive fragrance of Ivory Soap is not the usual soap perfume. It is merely the pleasing, natural odor of Ivory's high-grade ingredients. Its delicacy and refinement are two of the reasons why you find Ivory Soap in so many homes where good taste and good sense prevail.

IVORY SOAP. .  .. 99 ⁴⁴/₁₀₀ % PURE

IT FLOATS



The Outlook

MARCH 24, 1920

THE GERMAN REVOLUTION

THE overthrow of the Ebert Government was not literally a bloodless revolution, but the few anti-revolutionists killed in Berlin, Frankfort, and other cities were strikers or street agitators. There was no clash of troops under the orders of the two factions. Ebert quietly retired to Stuttgart and issued an appeal to the proletariat to show detestation of autocracy by a general strike in all industries. Dr. Wolfgang Kapp, self-proclaimed Chancellor of the new Government, marched his soldiers into Berlin's famous Wilhelmstrasse and took possession of the administrative offices. It is possible that part of the army may rally around Ebert and that the southern states of Germany may support a Socialist democracy as against a Prussian autocracy. As we write, on March 16, it is impossible to predict the course of events.

Neither Dr. Kapp nor his military chief, General Luettwitz, is very well known outside of Germany. Both have reactionary antecedents. Dr. Kapp's proclamation asserts that he will carry out the Allies' treaty terms, but with the significant reservation, "so far as they can be reconciled with German honor and Germany's economic condition."

On March 16 there came over the cables what purported to be a semi-official statement of an agreement between Dr. Kapp and Gustav Noske, who has been the Minister of Defense in the Ebert Ministry. The terms were given in detail; they would leave Ebert in power until a President of Germany should be elected by the people directly, while elections to the Reichstag would be held within two months. This, if true, would indicate that the autocratic revolutionists realized that the tide of popular feeling was against them. But later on the same day came contradictions of the alleged compromise both from Stuttgart and Berlin. Unless contradictions of the contradictions follow, the situation would seem to remain as it stood on the first day of the "revolution." Finally came a report that Ebert demanded full surrender from Kapp. Rumors that Hindenburg is to be made President or that one of the Kaiser's sons or grandsons will be put at the head of affairs are merely surmise or inference.

The tone of comment outside of Germany is that the militarists let the Socialists take the ignominy of the armistice and treaty, and now turn them out in order to centralize and concentrate Ger-

many under an autocratic government more or less of the old type.

Elsewhere in this issue appears an editorial on "Reaction in Germany."

PRINCE FAISAL

ONE of the most picturesque characters in Paris during the progress of the Peace Conference was Faisal, son of Hussein, King of the Hedjaz, an Arabian territory bordering the Red Sea. Before



PRINCE FAISAL

the war the King's title was that of Grand Sherif of Mecca. He was the hereditary custodian of the sacred cities of Mecca and Medina; he is a descendant in the

forty-first generation of the Prophet Mohammed. Conscious of his superiority to the degenerate Turk, and wishing once and for all, after various attempts, to deliver a region which all Mohammedans regard as holy, in 1916 he attacked the Turkish garrisons there and did actually accomplish the deliverance of the territory. He was recognized by England, which was not unappreciative of his services, for Hussein's flank attack diverted the then victorious Turks who had forced the collapse of the Gallipoli campaign and the capitulation of General Townshend at Kut.

Faisal came to Paris largely to enforce Arab claims to the territory to the north, namely, Syria. The one European Power which holds a traditional position in Syria is France. From the time of the Crusades to the French action in freeing the Lebanon and since, France has done most of the work of civilization throughout the Syrian region, with the exception of the Mediterranean coast, where American missionaries have had an increasing and vitally beneficial influence. Great Britain recognized the claims of France as a mandatory for Syria just as France recognized British claims in Mesopotamia. In November, 1918, Great Britain and France published their agreement to encourage the establishment of native governments in Mesopotamia and Syria.

French and Arab influences appear to be clashing in Syria. For the moment the Arab influences seem to prevail, for Faisal, summoning Syrians to a meeting at Damascus, has influenced them to declare for the independence of the country and for himself as King. It remains to be seen whether Faisal will recognize a French mandate for Syria, in return for which France will recognize the Syrian state as under the Prince's administration.

No matter who administers Syria, however, there will be trouble. In the first place, the several Arabian races which inhabit it are not easily ruled; and, in the second, they are divided not only into Mohammedans, Christians, and Jews, but into many minor sects. But all speak the same language.

AGAINST A GENERAL STRIKE

THE British Trades Union Congress represents practically all the elements of labor in the United Kingdom.

The Congress has just made a notable decision, and in the annals of British

labor this decision will be, we think, truly historic.

The decision is a flat repudiation of the general strike. The question arose concerning Government ownership and operation (that is, the nationalization) of coal mines. The day before the meeting of the Congress the Miners' Federation had approved the general strike—or so-called "direct action"—as a means to force the nationalization of the mines; and at the Trades Union Congress the miners and their friends and proxies mustered no less than 1,050,060 votes. But they had against them more than three times as many, some 3,870,000, disapproving the proposal to tie up British industries as a protest against the Government's failure to nationalize the mines.

This number, 3,870,000, does not mean that all the voters disapproved of nationalization, though the vote is accepted by some observers as a verdict against nationalization not merely of mines but of any industry. The main thing to remember is that the majority of British organized workers disapproved of the general strike. The chief argument influencing them appears to be that of J. H. Thomas, the labor leader. He asked:

What right have we to call upon men and women to force the hands of the Government by action which cannot fail to inflict on the nation an upheaval that will inevitably entail bloodshed while not necessarily achieving our object? A more simple, less costly, and certainly not so dangerous remedy is within our reach.

What is that remedy? Political action, not a general strike. The Congress took a vote on that issue also. By another great majority it decided in favor of political action. That is to say, the Labor Party is to be strengthened and plans developed for contesting most of the seats in Parliament at the next general election.

The result of this meeting of the Trades Union Congress must have immediate influence. First, in Great Britain it will of course mean the discouragement of those who would strike to force nationalization, for this can hardly be accomplished without the support of all the unions. Again, the decision will free the Labor Party from the suspicion of many men, otherwise sympathetic with it, that the party is merely a rough-and-ready and ruthless trades union organization; and, further, that a mere faction (for the miners are divided among themselves) of workers in a single industry could despotically control a democratic country. Its friends and foes alike must now recognize that the British Labor Party is at least non-Bolshevist and that its wisest leaders are able to hold extremists in line.

Second will be the influence in other countries. A decision of so many intelli-



(C) Clinedinst

HENRY S. GRAVES

gent organized workers cannot fail to carry weight in countries where the workers are less intelligent and are fewer in organized number. A moderate note has been struck by a powerful organization. Both the economic and the political prestige of labor everywhere will be the gainer.

MR. GRAVES AND MR. GREELEY

THE Federal Administration has lost another man of high personal and public honesty, a fine type of public servant. Henry Solon Graves, United States Forester, has resigned. Though of a different temperament, he has been a worthy successor to Gifford Pinchot. Mr. Pinchot's enduring work was in creating the Forest Service and in eloquently showing the people the necessity for it. Mr. Graves's

has been the more prosaic but equally important work of administering it and maintaining it. His has been a careful and wise administration. He has given his whole interest to the actual work in hand; he has not misused the service in any personal propaganda. The Forest Service is more of a growing concern than it was when he became Forester.

His task has been hard. On the one hand, there is Congress, penny-wise-pound-foolish, as the House Committee has just shown in persisting in cutting down appropriations for forestry investigation at a time when the situation is acuter than ever—when we are consuming three times as much timber as we produce. On the other hand are the timber owners and lumbermen, above all, the several State Governments, resisting a centralized Federal policy and watching lest anything in the carrying out of that policy be indirectly not of benefit to near-by communities affected—such, for instance, as delay in the sale of ripe timber or in the disposal of dead and burned timber. Certainly conservation means use as well as protection. That Mr. Graves has been alive to this is seen from his advice to conservators years ago: "Carry out your plans for the development and increasing use of the forests; but, above all, make each forest work for community upbuilding and for local as well as general welfare."

As Mr. Graves, formerly Assistant Forester, succeeded Mr. Pinchot, so the present Assistant Forester, William Buckhout Greeley, now becomes Chief. Mr. Greeley, who is also a prominent director of the American Forestry Association, has been in the Forest Service for sixteen years, occupying various positions; he has prepared many circulars relating to forestry. He succeeded Mr. Graves as head of the Forestry Corps of our Army in France, the position carrying with it the rank of colonel, and well pushed on the admirable work there begun. In point of temperament, ability, and experience no better man than Mr. Greeley, we think, could have been chosen to succeed Mr. Graves.

THE NEW SECRETARY OF AGRICULTURE

IF the new Secretary of Agriculture is as efficient in administration as he is persuasive in oratory, the country is to be congratulated on having the right man in the right place.

About a week ago Secretary Meredith, who has been both a successful farmer and a successful editor and publisher in Iowa, spoke at a luncheon of the Merchants' Association of New York City before an audience of twelve or fifteen hundred business men who are accustomed to



(C) Harris & Ewing

COLONEL W. B. GREELEY

good public speaking. The unanimous verdict was that the address was notable in both manner and matter.

With a zeal and effectiveness that indicated his profound faith in his subject, Secretary Meredith undertook to convince those New York merchants and manufacturers, who rightly regard increased production as the prime remedy for the high cost of living and the inflated and abnormal business conditions now prevailing, that the United States Department of Agriculture is one of the greatest agencies of increased production in the world. He marshaled facts and statistics in a most human and interesting fashion to prove his claim.

For example, under the scientific research and direction of the Department of Agriculture, Egyptian long-staple cotton is now being successfully grown on hitherto worthless lands in Arizona and New Mexico. Last year the crop was worth \$20,000,000. The Department of Agriculture introduced the navel orange into this country. Last year California produced and distributed 13,000,000 boxes of these oranges. The Smyrna fig would not grow in America until the scientists of the Department of Agriculture discovered and imported a certain kind of wasp that was necessary to fertilize the blossoms. The Department of Agriculture discovered that wheat rust, a fungous disease that has destroyed as many as 200,000,000 bushels of wheat in a single year, has its origin in certain species of the barberry bush, and by co-operating with the farmer to destroy those bushes in wheat-growing areas is exterminating the disease and enormously increasing wheat production. As to cotton—but Secretary Meredith's own words are worth quoting :

Take the cotton boll weevil. You know the fight there has been on this pest for years and years. We have been spending money—and you men have paid some of it in taxes—to fight the insect. It has been discouraging work, but the experts of the Department did not give up, and now the tide has turned. They poison the weevil's drinking water. His drink is the dew on the cotton leaves in early morning. So they poison the dew, and that is the end of the boll weevil.

Last year this method was tested out on an abandoned farm, where the farmer had said, "I give it up," and had moved. The Department divided the field into three strips; the unpoisoned strip on one side produced 48 pounds of cotton, the other strip on the other side produced 60 pounds of cotton; the strip down the middle, where the drinking water was poisoned, produced 480 pounds of cotton. What does this mean to America? What does it mean to you that this Department should be equipped to do these things?

Can any one be surprised, after reading such records as these, that the statistics



(C) Kadel & Herbert

EVICTING TENANTS IN NEW YORK CITY WHO REFUSE TO PAY INCREASED RENT

of the Department show that as regards the leading cereals, the great food crops of the United States, in the period from 1856 to 1874 each farm worker produced 266 bushels annually, but in the period from 1915 to 1919 the annual average production by each farm worker was 418 bushels?

Secretary Meredith rightly calls upon every business man in the United States to support his Department and to insist that it have the proper financial support of Congress. For agriculture is the very foundation of American prosperity.

RENT PROFITEERING: IS THERE A REMEDY?

THE old economic theory was that the law of demand and supply must and should govern all trade. But modern political economy holds that government may and can alleviate some hardships attached to the extreme action of this natural law.

Applied to the almost unendurable conditions of the housing and renting problem as it exists to-day, and especially in large cities like New York, several plans have been discussed. Last week, in New York City, a conference of four hundred representatives of builders, labor men, financiers, and others discussed Mayor Hylan's \$100,000,000 building plan. Incidentally it was stated that unless quick relief is obtained seventy-five thousand families will be homeless on May 1. Some building plan is obviously needed to meet the house and apartment shortage, and it should have all possible municipal support. But house building takes time and construction is costly. Is there no instant relief for tenants who find their rents raised extortionately and can find no place to go? Several anti-rent profiteering bills have been considered at Albany, and even the

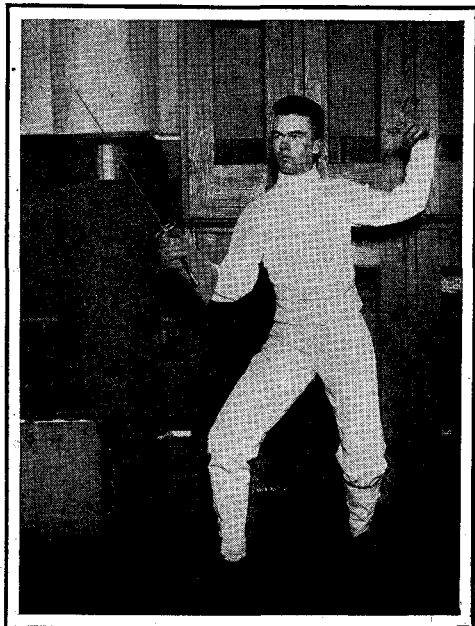
proposal of fixing maximum rent rates has been urged. Arbitrary as such a proceeding may seem, it is urged that it might be justified under the right of the government to preserve public health, endangered by the conditions of the rent war. Senator Walker denounced the rent profiteers as sharks and thieves and believed that criminal procedure could be taken against them.

One plan suggested is to enact an excess-profits tax on rent which should make extortion unprofitable. Municipal tenements were strongly urged. This has been done on a large scale in England; London has a plan to build in five years houses in the suburbs and tenements in the congested sections to accommodate nearly two hundred thousand people; Sheffield, Leeds, Newcastle, and other cities are doing the same—all under the British Housing Act passed last year.

How dangerous the situation is in New York City is indicated by a statement by Justice Crane, of the Municipal Court, before a meeting at Albany called to demand a rent commission. He declared the rent situation in New York was so acute that it had already led to and would further cause physical violence between landlords and tenants. He added: "No amount of Americanization work, nothing that is being done here in the Assembly, can make the people honor this Government when the Government says it is powerless to prevent them from being robbed by landlords who are making not merely a twelve per cent profit, but a sixty and seventy per cent profit on their investments."

FENCING

FENCING, as we know it, is the vermin form appendix of an ancient and once useful art. Its history goes back to the time when the mediæval wager of



Paul Thompson

MILLARD J. BLOOMER, JR.
NEW JUNIOR FOILS CHAMPION

The new champion won the title on March 4, from 22 opponents in the *salle d'armes* of the New York Turnverein. He is a student at Columbia University

battle was abandoned and the practice of private dueling became a recognized social accomplishment.

Italy it was which first brought to the business of sword-play the refinement of an art. Thence the rapier spread northward, driving out of polite usage the heavier and clumsier weapons of our English forebears until at last even the traditional sword and buckler fell into disuse. Egerton Castle, author of "Schools and Masters of Fence," quotes a passage from Porter's "The Two Angry Women of Abingdon," in which a sturdy Briton is made to say, "Sword and buckler begin to grow out of use. I am sorry for it. I shall never see good manhood again. If it be once gone, this poking fight with rapier and dagger will come up. Then the tall man will be spitted like a cat or rabbit." The tune is somewhat familiar, though the theme is unfamiliar to modern ears.

Following the Italians, Spain developed a school of sword-play based on mathematical formulas under which the scholar, so Mr. Castle tells us, was placed in a diagram drawn on the floor and was trained to step from certain intersections to certain others. It was this system which Mercutio indignantly referred to when he said, "A villain who fights by the book of arithmetic."

The next development we owe to the time of Louis XIV, when the short court sword replaced the longer rapier. At this time the military sword definitely parts company with the dueling weapon. It was the latter which developed into modern foil play.

The last years of the eighteenth century saw the introduction of the fencing-mask and the beginning of the develop-

ment which led to the final creation of the modern and highly formalized system of fence. Under this system of conventions, only hits in certain portions of the body count—a theory of combat which ignores the real nature of sword-play as much as the fat man in the story ignored the real nature of the dueling pistol. It will be remembered that this gentleman, having challenged a tall, thin man to a fight, painted a strip down the front of his coat the exact width of his opponent, cautioning the latter as he did so that, to equalize conditions, no shot would count unless it struck within the painted strip.

The present writer recalls with peculiar vividness a scene in which this difference between a conventional and an actual hit was painfully illustrated. Armed with a rebated dueling sword (in fencing language the word "rebated" has nothing to do with the Hepburn Act; it merely means that the point of the sword is protected), he was induced to engage in a friendly bout with a more skillful opponent armed with a much lighter fencing foil. In the course of the combat he succeeded in breaking off the point of his opponent's foil at the moment when a lunge impended. The lunge not only impended, it went right on through a portion of the writer's anatomy specifically excluded from attack by fencing text-books.

Despite its convention and formalism, modern fencing is one of the most delightful of sports and one which requires a remarkably high degree of agility and self-control. Its devotees gain a nicety of muscular action and a keenness and quickness of perception which are distinct physical and mental assets. Fencing deserves encouragement as a school and college sport, even though sword play is no longer a required accomplishment for a gentleman who desires to preserve his personal health.

We publish on this page a picture of

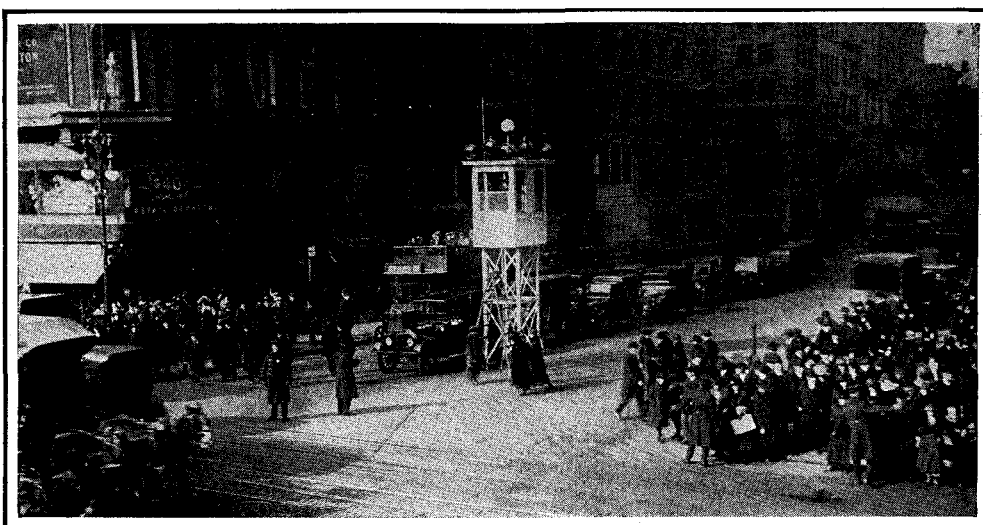
the new junior champion of the United States in this sport which belongs almost in the category of the arts.

THE PROBLEM OF CROWDED STREETS

EVERY citizen and visitor in the city of New York is familiar with the traffic policeman who stands at the busiest street crossings of the city and regulates the traffic by raising his hand and blowing a whistle. The traffic policeman is a product of the automobile industry. In the olden days in New York City the horse cars, drays, market wagons, carriages, and pedestrians pursued their own sweet will in passing along the streets or crossings. The result was that in the crowded districts there were often blockades in the busy hours of the day that completely tied up the traffic. Even in those days the policeman on his beat was called on to disentangle the mass.

With the introduction of the rapidly moving automobile it was found that important street crossings had to be guarded exactly like the grade crossings of a steam railway. At important points the next step was to introduce the hand semaphore, or signal, which could be seen at some distance and which could be turned by the traffic policeman to indicate whether the stream of vehicles should move east and west or north and south. On Fifth Avenue, which has now become perhaps the most important artery of city traffic, the traffic policeman, even with his hand semaphore, is found to be inadequate. Therefore signal stations have been erected at important crossings, from which the officer regulating the traffic can look up and down the avenue for many blocks.

The accompanying illustration shows one of these signal stations at the corner of Forty-second Street and Fifth Avenue. The signals are given by electric lamps, somewhat larger than automobile head-



(C) Underwood & Underwood

A NEW PLAN FOR REGULATING TRAFFIC AT FORTY-SECOND STREET AND FIFTH AVENUE, NEW YORK

CARTOONS OF THE WEEK

Fitzpatrick in the St. Louis Post-Dispatch



THE DEADLOCKED ARTICLE X

Knott in the Dallas (Texas) News



THE NURSE—"I WISH SHE'D GET WELL—OR SOMETHING"

Harding in the Brooklyn Eagle



CONSERVATION OF BIRD LIFE?

Curry in "Blighty" (London)



Golfer (apologetically to Caddie): "Missed again! Shows I'm out of practice—eh, what?"
Caddie: "Oh, you *have* played before?"

Holland in Reynolds's Newspaper (London)



SPOILING THE "PIECE"

It's a very annoying when four men have met,
To give at a concert a vocal quartette,
And one brings a trumpet and steps to the front,
And starts "on his own" quite a different stunt.

lights, both day and night. There are three of these lights which face down the avenue and three which face up the avenue. When the center light, yellowish white in color, is turned on, the right of way is clear for automobiles moving up or down the avenue. The officer in charge, after letting the traffic pass in this way, turns off the white light, displays a red light for a second or two, which brings the up and down traffic to a stop, and then turns on a green light, which permits the east and west traffic to move. At the street corners where these signal stations have been erected the officer prevents the pedestrians from crossing the street except in harmony with the automobile and horse traffic.

In the illustration, for example, the automobiles moving north and south are stopped and not allowed to cross Forty-second Street. It will also be seen that the crowd of foot passengers are also stopped from crossing Forty-second Street. So far this system seems to be working well, although at first the pedestrians expressed some annoyance at being subjected, as they ought to be subjected, to the same regulations as an automobile in order to make the traffic safe at congested corners.

Some engineers have prophesied that the time may come when great cities like Chicago and New York will have to have two-storied streets in certain parts of the city, one story for moving vehicles and one story for pedestrians. It is certainly true that the problem of street traffic in our great cities is growing more and more complicated.

THE LOCKETT CASE

So much has been said about the prevalence of lynching, especially of Negroes, in Southern States, that we desire again to report the successful maintenance of law and order in the case in which an attempt was made to lynch a Negro, accused and guilty of a brutal and atrocious crime in Kentucky. During the trial of this Negro, Lockett, an attempt was made to lynch him. This attempt was resisted by the authorities, and especially by the presiding judge at the trial, Judge Kerr, of the Fayette Circuit Court. State troops were called out, and the lynchers, although their efforts resulted in a riot in which some men were killed and many more wounded by the State troops, failed in their purpose. The Negro Lockett was pronounced guilty by the jury, and has since been executed at the State Penitentiary. In his charge to the jury, called to investigate the attempted lynching, Judge Kerr made this interesting statement:

We have upon our statute-books a law which forbids any interference with the

officers of the law in the performance of their duties. The entire State, by popular vote, almost unanimously voted in favor of a law that would forfeit the office of any official that permitted a prisoner to be taken from his possession. One branch of the Legislature, with but two dissenting votes, has passed a law in accordance with the popular vote. That it will soon be the law of the State seems not, at this moment, to admit of doubt. This action I accept as the will of the people of the State. To our credit, this has always been the spirit of the law; the statute will only add the penalty.

The successful maintenance of law and order by the Court and by the Executive Department of the State of Kentucky under very difficult circumstances is a credit to the State and an encouragement to those who believe in the Constitutional principles of American law. We learn that there was for some time much resentment felt in Lexington and other parts of the State of Kentucky against the officials who prevented the attempted lynching. But the most substantial citizens of the community have supported the officials, and the passions that animated the mob at the time have gradually yielded to sober second thought, and the censure and criticism to which many gave expression against the officers of the court and of the State are yielding to reason and common sense. One indication of this is found in the fact that the presiding Justice, Judge Kerr, has been suggested by an important political body of Fayette County as a candidate for the office of United States Senator, "as the highest type of patriotic citizen and the most courageous type of public official."

Perhaps the important lesson of this tragedy is to remember that the lynchers who were killed by the State troops in upholding the courts and the acts of the Legislature were not killed to defend the hideous raper Lockett; they were killed to defend the people of Kentucky.

THE OIL-LAND LEASING LAW

At last we have an oil-land leasing law. For years, in one form or another, a bill to this end has been before Congress. The President has now signed the measure recently passed by it.

The new law gives authority for its administration to the Secretary of the Interior. On oil lands in the public domain the leasing rate is to be five per cent of the oil produced, and this may be demanded in cash or oil, as the Government may elect—one advantage of such a choice will be that the Shipping Board will be assured of an oil supply at fair prices.

The total area of oil lands thus thrown open exceeds 6,700,000 acres. In this area California and Wyoming, with practically equal acreage, lead the other States in

the extent and richness of their oil deposits.

An exception to public leasing is made in the case of the naval reserve oil lands in California and Wyoming, unless the President shall so prescribe. The total naval reserve area in California comprises nearly 70,000 acres and that in Wyoming about 30,000 acres.

The law also makes possible the leasing of public lands having deposits of coal, gas, phosphate, and sodium. But public attention has been by far more concentrated on the oil lands than on these. In acreage of withdrawn coal lands, North Dakota leads the other twelve coal States, although its deposits are not as valuable as those contained in the smaller acreages of Wyoming and Colorado. Idaho ranks first in Government phosphate land, and Wyoming second.

The new law may be regarded as the final triumph of Secretary Lane before he left the Department of the Interior. As he has said: "There can be no doubt as to the very great importance of this legislation. It marks a wide departure in public policy. It opens to development and use large resources that have been virtually locked up as a result of withdrawals or inadequate laws, and will offer a means of settling litigation that has been pending for years, with fairness to the litigants and the public interests." Those critics who fancy that our oil lands are now to be turned over to robbers indit, as Senator Lenroot has declared, the late Secretary of the Interior. And, as Mr. Lenroot added, "he needs no defense."

THE UNITED STATES GRAIN CORPORATION

The mention of the United States Grain Corporation as a vital factor in affording European relief calls attention to that Corporation's record.

It was organized in August, 1917, with \$150,000,000 capital stock, all belonging to the United States Government. The purpose of the Corporation was to control food, as authorized in the Food Administration Act. Mr. Hoover, the Food Administrator, believed that prices could be stabilized and distribution accomplished by ordinary commercial methods and not alone by edict. So the Grain Corporation became the commercial agency which handled the export trade in all grains and grain products. The War Trade Board placed an embargo on other grain shipments except those through the Corporation, thus concentrating in it our export trade in those products. The Corporation also entered into a contract with the War and Navy Departments to supply their needs in wheat flours, and the magnitude of its purchases made an effective

tive monopoly in the flour market. By refusing to pay more than the price of the President's Fair-Price Commission, wheat and flour prices were stabilized.

Last July the character of the Corporation's operations changed; it then became merely an agency to make the domestic wheat guaranty effective. Its capital stock was increased to \$500,000,000, so as to assure, in a chaotic world market, that the guaranty might reach every producer.

The amount of the Corporation's transactions is amazing. Up to its change in character last July they amounted to no less than \$5,500,000,000.

The Corporation has had two dominant policies. First, to make no profit on foodstuffs handled for ourselves or our allies. Second, in respect to foodstuffs sold to neutral countries, to make a fair profit if for no other reason than because neutrals had been selling to us the commodity which they had for sale, namely, ocean carriage, at very high prices because of our war needs. During its almost three years of operation the Grain Corporation has made some \$50,000,000 profits. But—and this is a big but—none of these profits have gone into the hands of private owners; they have all been made for the benefit of the American people. Does America need those profits so much that it is unwilling to urge Congress to authorize the use of the profits in giving *credit*—not charity—to the starving Poles, Austrians, and Armenians? The House of Representatives, we are relieved to note, has finally acted in this respect

AMERICA'S ART CENTER

AN American who has gained a familiarity with the galleries of Europe and who has been brought up on the idea that America is a desert of materialism unwatered by any oasis of art may well be surprised by what he can find throughout a season in New York if he has the patience to hunt. A cluster of delightful oils like the Manet-Monet-Renoir exhibition at the Knoedler Galleries, a show of etchings by such masters as Whistler, Pennell, and Zorn at the Anderson Galleries, or a very significant exhibition of Japanese prints like the Arthur Davison Ficke collection—these, for instance, are a few of the deposits of beauty which the weary searcher might have found for the slaking of his æsthetic thirst in New York during the winter now nearing an end.

But the trouble is that he must literally hunt to find them. The great need of New York, the great need of America, in fact, is a building large enough to serve as a center for all the important collections of art which seep into the metropolis each season. The recent de-

struction by fire of the building of the Architectural League makes the lack of an adequate art center in New York all the more poignant. All intelligent American art lovers will heartily indorse the plea of the well-known American painter and critic, Mr. Hamilton Easter Field, who said recently in the Brooklyn "Eagle":

The immediate need of New York is for a Fine Arts Building which will house the National Academy show with ample room for 1,200 exhibits, the exhibition of the Society of Independent Artists with 2,400 exhibits, the Architectural League, the Art Alliance of America, the Allied Artists, and a host of similar organizations. Moreover, it should have room for group exhibitions, not less than three times the space of the MacDowell Club.

The construction of such a building would be quite in keeping with the modern spirit of consolidation, which has already been expressed in New York so far as railways and other accessories of material prosperity are concerned. The practical difficulties are not very great; the necessary funds could be raised in New York alone, although the whole country would be benefited by the expenditure.

THE UNIVERSITY OF STRASBOURG

IN their interest in the economic and industrial revival in France Americans ought not to forget the educational regeneration of our sister republic. The four years of the World War not only devastated northern France but almost decimated the universities and schools, which gave their students and professors without stint to the work, largely in the trenches, of defending human liberty. One of the most interesting of the educational enterprises which have been taken up by the French people since the armistice is the revivification of the University of Strasbourg in Alsace. This famous university is now in French hands. We learn from a personal letter from Professor Fernand Baldensperger, of the Sorbonne, who during the early part of the war fought at the front, and later came to this country in his uniform as an exchange professor of Columbia University in the city of New York, that—

The University of Strasbourg in the last years of German domination had gone down materially and spiritually to an incredible degree. But on the irradiating power of a strong educational institution depends to a great extent the peace and civilization of Alsace as well as for all the Rhenish populations. France has made a magnificent effort for the fresh equipment of the University of Strasbourg, but in order to enable those of our allies who are interested in this effort to take part, we have started the "Society of Friends of

the University of Strasbourg." Many Americans have already joined as *membres donateurs* (2,000 francs) or *membres fondateurs* (800 francs). Unfortunately for us, just now the conditions of exchange are so much in your favor that this is a very convenient time for a gift of this kind.

After nearly fifty years of patient waiting France has now, to the outspoken delight of her inhabitants, recovered her provinces of Alsace and Lorraine. This result is one of the romances of the World War, and it is eminently characteristic of French civilization that the effort should be made to revivify, broaden, and internationalize the University of Strasbourg. Any Americans who are interested may address Professor Baldensperger at the Secretariat of the University of Strasbourg, 2 Rue Geiler, Strasbourg, Alsace, France.

REACTION IN GERMANY

THE reactionary revolution in Germany furnishes a new illustration of a familiar truth: a minority united and resolute in purpose is more than a match for a majority divided in counsel and feeble in purpose. The liberty-loving nations, when united under one strong leader, drove the wild beast back to his lair. But the temporary league formed for the purpose of winning the war dissolved at the armistice, and the attempt to form a new League to preserve the peace so hardly won has in part failed. While the lovers of peace debated, the lovers of war prepared to act. Prussian autocracy is, temporarily at least, in the saddle in Prussia; and our Senate is still discussing the phraseology of reservations in a Treaty which probably the President will veto if it should be adopted with reservations.

If this reactionary revolution should fail, it will not be because of wisdom and strength in the forces of liberty; but because there is more love of liberty in Germany than the rest of the world had supposed. Germany is now at a parting of the ways. Which road she will take, or whether she will divide, and northern Germany take one road and southern Germany the other, is at this writing (March 16) uncertain.

The old autocracy has been welcomed in Berlin, not with enthusiasm, but with apparent indifference. But the indications are that it will not win so easy a victory in southern Germany. The threat of a general strike is apparently proving more effective against even a small army than we should have anticipated. A general refusal by workingmen to produce the necessities of life, as a means of resisting military forces, is an experiment new in the world's history. It indicates that there is in Germany, at least in southern

Germany, a real desire for industrial freedom and a real, though imperfectly developed, spirit of co-operation; without which true freedom can never be secured. Mr. Sonnichsen, in his illuminating article on "The Triumph of Co-operation in Russia" in our last issue, made very clear the fact that this spirit of co-operation exists and is growing rapidly in that great but unhappy country. This growth of the co-operative spirit in hitherto autocratic countries is the most hopeful feature in the present situation.

But the general strike is not the only opposition which the Prussian army has to meet. Latest despatches indicate that southern Germany is arming to throw off the yoke which has been imposed upon it by Prussian imperialism. It is quite within possibilities that Germany may be divided by its own action into an autocratic Germany in the north and a socialized Germany in the south. In that case the dream of a Prussianized pan-Germany will not be realized. In case such a division of Germany should take place, the political course is clearly marked out for the liberty-loving nations. They should unite in giving to Socialistic Germany their sympathy and perhaps their material aid. Military intervention would not be desired by southern Germany, and to offer it unasked would be to unite all Germany under Prussian leadership.

If, on the other hand, Prussian Germany wins, either by force of arms or by compromise, the control of the old German Empire, the peril of the future for Europe will be greater than the peril of the past. Whether the Hohenzollerns come back to the throne or not; whether Germany becomes again an Empire or remains a Republic, would in such case be uncertain—and immaterial. The landed lords, the industrial lords, and the military lords have without objection allowed Socialistic Germany to conclude a humiliating peace, and have hoped, at the psychological moment, quietly to take up again the reins of government. If they should succeed, Europe would face three armed enemies of liberty—the militarism of the aristocracy in Germany, of the proletariat in Russia, and of the brigand in Turkey. A partnership between Ludendorff, Lenine, and the new Turkey would be not at all improbable. The possibilities of Bolshevism in the Far East have been for some time recognized by careful students of Far Eastern conditions. It might easily be excited in the native population of southern Africa. Such an alliance, while it held together, would be difficult for the civilized forces of the world to combat. When it fell apart, as it certainly would, the anarchy which would ensue would be still more difficult for the civilized forces of the world to combat. If the tiger, the

wolf, and the hyena should combine in a raid, the guardians of homes would need to be on their guard. For such a possible combination they ought to be prepared.

Nor would America be immune. Pro-Germanism has been in America a serious nuisance during the war; add pro-Bolshevism, drunk with anticipated victory, and the combination might become a serious calamity.

The Outlook has never been an alarmist. It is not now an alarmist. Prophecy is doubtful. But if foresight is difficult, it is sometimes indispensable to safety. It is better to prepare for the worst than to be caught napping. For the next four years we need at the Nation's head, not an unknown man, nor a reed shaking in the wind, nor a partisan more solicitous for his party than for his country. A Democrat of a character like Cleveland's would be a safer leader than a Republican of a character like Buchanan's. We shall need in the President's chair a man of clear vision, of faith in himself and in the people, of resolute conscience and of unhesitating courage; one who believes that whatever concerns the common people of Europe concerns us; a man who is not afraid to unite with England, France, Italy, and any other liberty-loving nation in the stern resolve that government of the people, by the people, and for the people shall not perish from the earth.

FALSE WITNESS

PHARISAISM is a disease to which moral reformers are peculiarly subject. He who sees clearly a social evil and thinks he sees clearly the effective remedy very naturally condemns as enemies of the human race all who do not accept his specific. So the clerics in the Middle Ages condemned as enemies of the Christian religion all who denied the infallibility of the Roman Church; so the Puritans in New England condemned all who dissented from the Puritan theology; so the radical abolitionists condemned as pro-slavery all who did not believe that the Federal Government should abolish slavery in the States.

We are sorry to see that Mr. Anderson, the Superintendent of the New York State Branch of the Anti-Saloon League, has succumbed to this disease. Because some Roman Catholics disapprove the Prohibition Amendment and approve the permissible use of beer and light wines he has condemned the officials of that Church in the State of New York in the following words: "Most of the officiators of the Roman Catholic Church in this State are in sympathy with the Tammany efforts to destroy the prohibition victory," and he says that Archbishop Hayes can refute this accusa-

tion "in one way and one way only: if he will declare that he himself is opposed to, and believes that Catholics as law-abiding citizens should oppose, (1) any attempt to bring back beer and wine for beverage purposes while the Eighteenth Amendment still stands; or (2) to change the Federal Enforcement Law until prohibition has had a fair test."

A man may be a temperance man and not a total abstainer; he may be a total abstainer and not a prohibitionist; he may be a prohibitionist and not a Federal prohibitionist; he may be a Federal prohibitionist and not a Constitutional prohibitionist; he may be a Constitutional prohibitionist and not approve the Volstead Act.

Accusing a leading official of a Church of sympathizing with a political club in an endeavor to destroy a prohibition victory, and demanding of the accused that he prove his innocence by accepting the entire temperance platform of the accuser, is an act of injustice which has aroused the indignation, not only of Roman Catholics, but also of Protestants. To this charge Archbishop Hayes interposes a dignified and emphatic denial. He says:

I repeat my public statement of a former occasion that the Catholic Church preaches and practices conscientious obedience to every law, and does not discriminate in favor of one more than another. The Church further demands that law be obeyed, whether we like it or not.

Prohibitionists and anti-prohibitionists should unite in desiring a speedy decision of the Supreme Court on the question, Was the Prohibition Amendment constitutionally adopted?

We always hesitate to anticipate a decision of the Supreme Court. But, having given some consideration to the claim that the Prohibition Amendment was not constitutionally adopted and therefore is not a part of the Constitution, we do not take that claim very seriously. We look for a decision of the Court affirming that it is now the law of the land. But meanwhile it is perfectly legitimate for any citizen to hold the opinion and urge it upon others that the Prohibition Amendment was not constitutionally adopted and is not the law of the land, without having his character or his motives attacked.

If we are mistaken in our interpretation of the Constitution, and the Supreme Court declares that the Prohibition Amendment was not constitutionally adopted, the liquor problem will be just what it was before the present agitation for National prohibition began. It will then be the right of the advocates of National prohibition to initiate a new agitation for its adoption. If we correctly anticipate the decision of the Supreme

Court, and the Prohibition Amendment is declared to be the law of the land, it will then be the duty of the American people to accept it and to yield a cordial obedience to any Constitutional laws for its enforcement. This will be their duty, not as converted prohibitionists, but as loyal American citizens.

Agitation to amend or repeal laws or to amend or repeal parts of the Constitution is always legitimate, and should never be met with misrepresentation or vituperation. But schemes to violate or evade laws are never legitimate. Such schemes are always ill-disguised Bolshevikism.

AN ADVENTURE IN ART

A FEW weeks ago an oculist decreed an enforced vacation for a certain member of the editorial staff of *The Outlook* and proceeded to put him on a mental diet which excluded all newspapers and books, and included nothing more palatable in the way of print than signboards bearing letters not less than six feet high.

It was a hard blow for news-hungry eyes, but the editor determined to make the best of a bad job and planned to hie him southward to a land where the glare of snow and the lure of type promised to be less unescapable than in New York.

As a substitute for reading he decided to indulge in an adventure in art. "Take a box of pastels," a painter friend advised; "water-color is too hard, oil is too messy, but pastel is the medium in which you can show yourself how little you know with the least discomfort and the minimum of time. You don't have to mix pastels with anything but brains. That is a simple formula—for some."

The editor chose to ignore both the insult and the plagiarism and accept the advice.

And so it happened that a few days later a lonely and embarrassed figure (feeling as self-conscious as a boy in his first long trousers) could be seen proceeding along the shore of a Southern bay, looking for something to depict. A delightful mistiness in the air gave promise that bad drawing might be covered up by an all-embracing mellowness of outline. In the distance the half-observed masts of anchored fishing vessels and the mounting smoke of shipping broke the even grayness of horizon and sky. In the middle distance a sand-spit jutted out into the water, and near by a group of tumble-down Negro shacks, clustered beneath a clump of live-oaks, invited the eye looking for contrasts in light and shade. There was indeed atmosphere enough to have delighted Monet himself and a subject close at hand which was not without

allurement of form and color. All the situation demanded was the skill to compose the elements before him upon the staringly bare pastel board which the editor fearfully held.

A providential cracker box cast up by the sea was given the rôle of an easel, and a little farther along the beach a log of driftwood furnished a comfortable seat.

The editor opened his modest box of pastels and began. He cast a judicial and tentative eye over the near-by cabins. The sagging roofs, containing holes which almost reached the dignity of Roman compluvia, presented the problem of perspective in almost its simplest possible form. A foreground of dried grass and sand looked hardly more difficult to present. Less easy, however, appeared the massed foliage of the live-oaks. In any case, the editor determined to begin.

In a very short time he learned that backgrounds, foregrounds, and perspectives were easier to talk about than to reproduce.

A little later he learned that exactness of color was a very different thing from the appearance of exactness, that colors were real only in so far as they were truly related to their surroundings.

And a little later he learned that the feeling of mass, the lack of which he had frequently condemned in the work of some of his artist friends, was easier to convey in speech than in pastel.

His houses, like obstinate dogs, refused to "lie down" even when spoken to harshly. His trees looked for all the world like strips of pasteboard topped off with tufts of fuzzy green cotton which had been out all night in the rain. His foggy background, upon which he had banked so confidently, looked like nothing more than a patch of gray paint which had been finger-marked by a naughty child. It was as dead and as lifeless as the thing itself was vibrant and luminous. So the editor scaled his sketch into the bay and began again.

By dint of painful observations and experiment he began to discover that whites were never white, but generally blue or yellow, that even monotonies might be expressed in all the colors of the rainbow, and that perspective was as dependent upon the relationship of the colors involved as upon exactness of line. In his inner consciousness (and as a critic of the work of his friends) he had known all these things for a long time, but it required the practical and actual experiment to bring these facts intimately home.

At the end of his week's rest the editor returned to his work bearing with him a few of the least unsuccessful of his sketches. The friend who had advised pastels as a cure-all for tired eyes dropped in to see the result of his advice. He

looked at the sketches one by one. Finally he broke the silence with an apparently irrelevant query: "Did you ever hear the story of the man who asked his Scotch caddy if he thought he would ever make a good golf player?"

"No," said the editor, scenting an insult from afar.

"The caddy's answer was," the editor's friend said, slowly, "Weel, sir-r, if ye shud play and play and play and play for twenty year ye might begin to hae a glimmer o' a gleam o' an understandin' that ye'll never ken the firrst r-rudiments o' the game."

It required no Sherlock Holmes to see the general application of this remark and no overweening modesty to recognize the fact that the parable contained large elements of truth. But nevertheless the editor feels that his efforts were far from wasted, and when the first opportunity arises he will repeat his experiment.

It is worth while attempting to draw and paint if only for the training such an attempt affords to the power of observation and color discrimination. Landscapes one has tried to reproduce in any medium never seem quite the same as they did before the trial was made. They contain new depths of beauty, new wonders of color, new secrets of mass and shade, which escape the eye which has never tried to recreate what it sees. The chances are a million to one that such a trial will not result in anything deserving the name of art. But it will almost inevitably result in enjoyment and understanding, which, after all, is one of the chief ends of art. Accepting the axiom that "Things equal to the same thing are equal to each other," such an achievement is not to be despised.

A LENTEN TALK

A GREAT FRIEND invites the world to commune with him. On the night on which he was betrayed he asked his disciples to sup with him. In token of that supper Christians partake of Holy Communion—no mere symbol of a past event; it is a very-present personal event. For they are warmed and nourished by realizing an actual, direct bond between them and the living God.

The world, muddling and stumbling along blindly and too often waywardly, has come haltingly to believe in what it has to admit is a Power, not itself, making for righteousness and cleaner living, and is invited to believe that intimate and friendly fellowship with that Power is possible to us whatever have been our failures or are our faults.

To some of us belief comes with the

normal, childlike faith of a sunny temperament. To others it comes in some sudden, dramatic moment of conversion. To others still it comes with the gradual, grudging admittance of a cloudy and cynical temperament. With most of us it is a plant of slow, often unsteady, growth. Yet, however born, belief, if genuine, becomes more and more rooted and rational because tested by many and varying experiences.

The testimony of a positive past prepares us for the path of the unknown future. No matter how much outward events and forms of a seemingly negative present would twist our belief in every way, above all present complications and distractions stands what religion has meant to us from our babyhood—no mere

wanton credulity, experience has shown that. We cannot escape the impact of that experience any more than we can escape the conviction that, despite present darkness, despite our honesty in admitting the force of doubt, our underlying belief in our divine Friend is like some great Gibraltar in the face of any present storms and bids us hope for the future.

And there is one thing more. We have noted that our belief was not only growing more and more to be a comfort and strength to us in our inner life; we have noted that it was being reflected in our outer life, that the greater the belief, the larger the deed. Belief is more than a mere expression of trust in God; it is more than communion with him; it

must needs find expression in terms of positive, aggressive activity.

Thus Lent is not only a gloomy season for taking account of a sorry stock and for acknowledging a moral deficit; it is also a bright season because of the great Creditor's indulgence, because the gloom has been swept away in the wonderful onrush of his forgiveness; above all, because he who forgives is no far-off God, but our personal Friend, our divine Host, asking us, now that we are fitter for his presence, to commune with him at his table. Can we commune without believing—and gladly believing?

Lent began by making us humble; it is ending by making us hopeful. Lent began by making us sad; it ends by making us glad.

JAPANESE PRINTS

APPARENTLY American admirers of Japanese prints are rapidly increasing in number. Nor is this merely a part of the generally increasing American interest in things Oriental. The Japanese print is winning its way among us by virtue of its own intrinsic merit alone.

During the present season there have been four important exhibitions of Japanese prints in New York City: the exhibition of the collection of Mr. Lindsay Russell, former President of the Japan Society, which was shown at the Walpole Galleries; the collection of Mr. Bunkio Matsuki, shown at the Anderson Galleries; the collection of the late Mr. F. W. Hunter, at the Walpole Galleries; and the collection of Mr. Arthur Davison Ficke, which was sold at the galleries of the American Art Association. Mr. Russell's collection contained several prints of great charm and value, such as Hiroshige's beautiful "Peacock and Peony." Mr. Matsuki had brought together a number of splendid examples of such famous masters as Masanobu, Harunobu, Kiyonaga, Shunsho, and Hiroshige. Mr. Hunter had assembled some very choice prints, among which particular

mention ought to be given, perhaps, to his Sharakus and Harunobus. The collection of the well-known poet and connoisseur, Mr. Ficke, was noteworthy both for its size and for the universal high quality of the prints exhibited. Every artist of any importance was represented from the early "Primitives" down to the great Hiroshige. It was not only what Mr. Ficke exhibited which counted; what he did not exhibit counted as well. That is, he had long before discarded, as he says himself, "those inferior or trivial examples, the acquisition of which is the price paid by every collector for his education." Two representatives of the Ficke collection are reproduced on this page—Kiyonaga's picture of three women strolling along the bank of the Sumida River, which is one of his most famous masterpieces, and Hiroshige's well-known triptych of a man and woman in the snow, which is said to be the finest of his figure-and-landscape triptychs.

Whosoever originates a new form of beauty benefits the whole human race. Not a few men and women who have reluctantly concluded that they cared little for the particular form of beauty embraced in the general field of pictorial

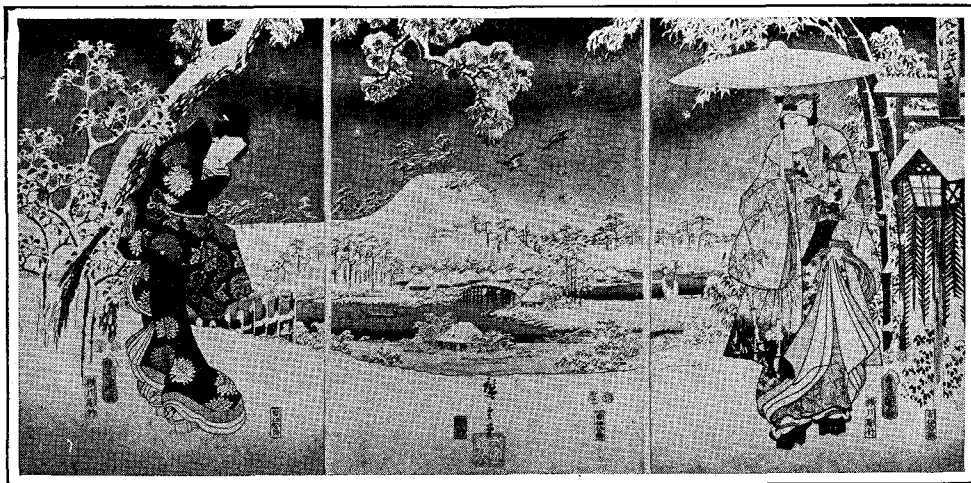


THE SUMIDA RIVER EMBANKMENT
BY KIYONAGA

design, merely because they could not enthuse over the stereotyped Virgins and Christs of the one-sided classical European masters, have later been able to revise that opinion of their own limitations on first viewing the soft charm of a Japanese print.

To the eye of the layman the masters of the Japanese print are not as skillful with color as they are with line. For instance, not a few of the prints shown in New York this winter have been positively more attractive in the plain black and white in which they are reproduced in the catalogues than in the polychrome of the originals. With line, the case is quite different; indeed, it is very hard to find the equals of the Japanese print designers among the artists of any other country.

However, the particular quality of the great Japanese prints which lingers



TWO FIGURES IN SNOW. A MASTERPIECE BY HIROSHIGE

longest in the memory of one who has beheld them is hard to describe, for it is a spiritual rather than a physical quality. There is a suggestion of spiritual elevation, of aloofness from familiar materialism. Of course this peculiar indescribable spiritual quality which nearly every observer feels in a Japanese print is the result of method. Oriental plastic artists are not wedded to the faithful imitation of nature, as are the artists of the West. In explaining this Mr. Laurence Binyon says: "It is always the essential character and genius of the element that is

sought for and insisted on. . . . The more to concentrate on this seizure of the inherent life in what they draw, they will obliterate or ignore at will half or all of the surrounding objects with which the Western painter feels bound to fill in his background. By isolation and the mere use of empty space they will give to a clump of narcissus by a rock, or a solitary quail, or a mallow plant quivering in the wind, a sense of grandeur and a hint of the infinity of life."

As Mr. Ficke says in commenting on the foregoing in his excellent "Chats on

Japanese Prints:" "This almost symbolic quality is the chief element of the pleasure to be derived from Japanese art. Japanese designs are metaphors; they depict not any object, but remote and greater powers to which the object is related."

For this reason, perhaps, Japanese prints may always be inadequate and incomplete daubs to the worldly and unimaginative, while to men and women tired of the material side of life they will be sources of spiritual refreshment and stimulation.

SHALL WE CUT OUT THE DISCIPLINE?—A DISCUSSION

This is the third installment of the discussion begun in the issue of The Outlook dated February 11 last. This discussion has aroused decided and continued interest among our readers. This is shown by the fact that considerably over a hundred letters or proposed articles on the topic have been received. From these we have selected for the present continuation of the discussion a few letters, or parts of letters, which touch on different points on the relation of discipline in the Army, the school, and the home. Later we hope to present the views of other writers. A general examination of the scores of letters and articles received indicates that approval or disapproval of discipline on the part of the writers is based a great

deal upon the meaning they give the word. There are few who refuse to recognize that in military life and civil life discipline is essential, in the sense of order and of plain and directed common action, of training and teaching, both in the Army and the home. On the other hand, if discipline is given a meaning such as the old-time schoolmasters employed when they said, "I will discipline you," meaning "I will punish you," the case is quite different. So also is it if the word discipline is used to indicate the conduct of some military officers intended to transform the young citizen soldier into an automaton governed by force and subjected to injustice. Few, if any, can be found among our correspondents who would give that approval.—THE EDITORS.

Two Kinds of Discipline

THERE are two kinds of discipline—good and bad. Good discipline is sometimes necessary to control those who are so constituted that the whip is their only master. We can be thankful that there are but a very few of this class. The other kind of discipline—the bad—is not only unnecessary but absolutely harmful.

There are always a number of black sheep in any group. Undoubtedly Theodore Roosevelt was one of the greatest leaders that America has ever had, and his Rough Riders were the pride of any man who was lucky enough to belong to them. The Rough Riders were the pick of the country, yet Colonel Roosevelt himself records eleven men who out and out deserted during the short campaign. During fifteen months' service on a battleship of the Atlantic fleet I encountered about a dozen men who apparently were not under the control—except by punishment—of any of the officers on board. They went wrong from the first. Perhaps a psychological or sociological expert could have managed them differently, but I doubt it. Two of these men, who were in my division, I frequently called to my stateroom and tried by careful questions to find some appeal—their mothers, some sweetheart, patriotism, or anything else through which the better side of their nature could be brought to the fore. But no. They were through with the Navy. It was all right for the officers, but the poor "gobs" didn't have a chance. If they went in the brig, very well, it was a rest from labor; if they were fined, they didn't care—they were always broke, anyway.

This kind works only under constant punishment; but there are a large per-

centage, perhaps a bit lazy and shiftless, who respond to the leader to a large extent through the reminder that discipline is forthcoming if they and their friends misbehave. This is not governing by fear. The officer may be a true leader, but if it should become known that he had no recourse, if all discipline were to be discarded, trouble would soon be forthcoming, stirred up by the bad blood at a moment of stress when the better element could be influenced. These bad ones make the excuse for discipline, and yet how many crimes are committed in its name! The officer who does not *lead* his company is worthless.

The civilian manager can more or less build up his own organization, choosing those men who fit his special needs and who will lend themselves to his *esprit de corps*. Not so in the service. The officer does not choose his own men from the draft roll. They are thrown at him, and if he does not lead his men then they will lead him. Discipline is his surgeon's knife. The wise use of it in a delicate operation and combined with it the personality of a leader will give an officer a devoted band of followers, but the unwise operation or use of discipline is as harmful as would be the ordinary man's trying to operate for appendicitis.

Hence the problem is: Where are we to find the capable leaders for our Army and Navy? I believe the answer lies in a wise and well-administered universal military training law. In our wild rush to pile up the dollars we resent a few months during a lifetime spent in the Army. We would rather take the chance of getting caught unprepared again. But if the Nation wants an Army at all it wants a good Army. A good Army must

have officers not advanced by a written examination alone, but those who have in camp demonstrated that they are leaders of men. Discipline cannot go.

Lieutenant WALTER W. JEFFREY,
U. S. Naval Reserve Force. (Inactive Duty.)

A British General's View

I hope that I may be permitted to enter into your discussion on discipline, although I am not a citizen of the United States, but a retired major-general in the British army, with forty years' service to my credit.

In your issue of February 11 the writers appear to attribute to *discipline itself* the abuse by individuals of the disciplinary powers which have been vested in them. To wield such powers properly demands a clear grasp of the situation, knowledge of human nature, and consideration for the conditions in which your subordinates find themselves situated.

To me the idea of an army without discipline is a paradox.

Do your writers suggest that every man in a company should do what he himself thinks best? Let me give two small examples in the field as to the results obtained by a well-disciplined and a poorly disciplined group of men under somewhat similar circumstances. Four of my mounted infantrymen, under Lance Corporal Green, of the Norfolk Regiment, were on a certain occasion during the South African War concealed behind the walls of a ruined farm. Six Boers were seen riding towards them. Green ordered his men to hide, and, being disciplined, they did so, although there was every temptation for them to look up. When the Boers were within thirty yards

of the farm, he whispered, "Numbering from right to left, each man pick the man in front of him, but don't fire." He then called, "Hands up!" The Boers complied. He hid the prisoners behind the farm and in the same manner took two more parties and brought fourteen men, fourteen rifles, and twenty horses into my camp.

Another party situated in similar circumstances was not so well disciplined, and a man who could not restrain himself fired a shot at a range of six hundred yards, with the result that the tables were turned and the Boers surrounded the farm.

Discipline is the moral force which creates the essential difference between an army and a collection of men with muskets. Without it genius, hardihood, and endurance are wasted. It is discipline which enables men to hold on and stick it out when all seems up. It was discipline which enabled our Expeditionary Force to get back from Mons, and it was discipline which enabled some battalions to do so with comparatively no loss from stragglers, while others lost many.

Had the Boers had discipline, they could have taken Wagon Hill on January 6, 1900, but, fortunately for us, they had not, and Ladysmith held out. It is discipline which puts it within the power of a commander by sacrificing part of his men to save the rest. It is the force which prevents a defeat from being turned into a rout, and which in the hour of victory keeps troops under control. Discipline gives confidence, and confidence gives courage. In a disciplined company, when the captain has given the word to advance, the individual man obeys, certain that, whether he advance or not, his comrades on either side will do so, and whatever his own feelings may be he cannot but obey. Having done so, and believing himself a hero among a band of heroes, he acquires the courage which comes from discipline, and becomes a brave man though he was not born one.

I have known the Germans intimately, both in peace and war, and am convinced that individually they have nothing like the fighting spirit and fearless courage which is the birthright of British stock. But, unfortunately, they are the most disciplined nation in the world, and it is this quality which renders them so formidable. It was discipline which enabled them to out-dig us. Their men are not physically stronger than ours, but by means of discipline their officers could generally get more work out of them than we were able to do from our own.

It behooves an officer always to put himself in the position of his men, and never to ask them to do what he would not be ready to do in like circumstances. It is his duty to look after their minor comforts and to do what he can to counteract the soldier's proverbial improvidence.

I think that the most marked difference between the old regular and the new army officers in the British army during the late war was the care and knowledge of the requirements of their men.

Discipline, like charity, begins at home, and the young officer must see that he himself possesses that which he tries to inculcate, and if he feels that he has been unjustly treated he must keep his feelings to himself, and remember that war is not fought so that an individual may obtain advancement.

The old copybook proverb, "Familiarity breeds contempt," is one which must never be forgotten, for it is only among men of the highest breeding that familiarity can be indulged in during hours of recreation without the bands of discipline being strained. Thousands of British officers who were positively idolized by their men, most of whom are now under the sod, were very strict disciplinarians, and many a time when going around the trenches has a private said to me, speaking of such a one: "We lost the best pal we ever had last night, sir. Any ten of us would willingly have gone down to save Captain Brown."

T. D. PILCHER,
Major-General (Retired),
British Army.

An A. E. F. Instructor's View of Discipline

From a recently published book entitled "Some Women of France," by C. F. Fitch, of the Educational Corps of the A. E. F., a book which contains many enlightening observations on French standards of life, we quote this comment on discipline in our Army:

"Our West Point discipline and our Regular Army system is Prussianism. Its methods are designed to hold in line a low grade of men. No one questions that instant obedience and full attention and 'snappiness' are absolutely essential if heavy and telling blows are to be struck by large numbers of men acting as a unit; but young Americans of independence of thought doubt the need of the constant reminder of the salute, or of the insolent and studied *hauteur* used by officers in dealing with the privates. They believe that the armies of the future, if such there be, can get the result as well, and far better, as a matter of character, if a more democratic method be used. Times have changed, they say. The American business methods, together with heavy penalties for failure to obey promptly when under orders, they think will make an army effective. So do I."

"Discipline" or "Subjection"—Which?

The scene is laid in Saumur, France, in the lecture hall of the famous École de Cavalerie, rich in memories of cadet life of many of the great French marshals, but now taken over by the American Army to be used as a Field Artillery Officers' Training School. The time is immediately following the armistice, when morale is as high as ever but homesickness is a daily specter.

The instructor of this particular division, an American captain, is lecturing

us on the tendency of the men to slacken up in their efforts and studies. He says: "The standard of *discipline* and instruction in this school will be maintained. For those who think otherwise we still have a wood-pile and sizable picket line where, after reduction in rank, those disinclined to study can spend their time working like niggers and regretting that they had forgotten they were still in a war-time Army."

We knew what that meant. And the men at whom this threat was hurled were practically all college men, good average Americans. It is of record that our good captain's threats went for nothing; the work did not improve, many men were dismissed and sent to casual camps, others remained but by every trick and artifice did only enough to divert suspicion as to their earnestness.

Here we have the comedy of errors—*discipline* seeking to instill in our minds the complex problems of artillery work. Duress, the lash. Could anything have been more absurd? That officer by his thoughtlessness alienated every man's good intentions; the threat of hard and dirty work held no terrors for men who had endured the rigors of the front, and a bit of foresight in seeing the inevitable might have turned our energies to other and more productive things, where by being *instructed* instead of driven we could have accomplished much.

Between the officers and men of our Army there was and will be again a deadly breach unless the present system of merciless bulldozing is eliminated; and that breach may lose us our next great war.

O. H. PERRY.

Discipline in Business

Mr. Frost, in his article in The Outlook of February 11, claims that the organization of his friend, the "manager of a large business," is not backed up by discipline.

Pardon me if I disagree; it certainly is.

A definite plan is worked out by the Board of Directors, say, for increased sales. The details for the execution of that plan are arranged by the sales manager. The orders go out to the districts, the game starts, and the first man that balls things up gets fired. The rest "watch their step." Discipline, in the garments of jobless days, unpaid bills, and curtailed credit, looms on the horizon, and thereafter the game is played "according to the rules."

That smacks somewhat of discipline.
C. E. DE VIVO.

Fort Monroe, Virginia.

Training, Not Discipline

I entered the training camp at the Presidio with very little knowledge of military matters. In civil life I occupied a position as partner and executive of a large concern. Shortly after my arrival in camp I was subjected to *discipline* with the idea on the part of my instructor that he was inculcating in me the necessary training to

be a good and obedient soldier. As a matter of fact, the attempted discipline did nothing but arouse a feeling of contempt for a system that failed to recognize that I, as well as others who were subjected to like treatment, had the necessary character and willingness to observe rules and regulations without the degradation of discipline. We had voluntarily sacrificed our private enterprises and were willing to sacrifice our lives if necessary for the purpose of taking an honorable part in the task to be accomplished. We were intelligent men and we recognized fully that we needed training, and training of the hardest kind, but we did not see the necessity of discipline.

When wars were conducted for private gain and soldiering was purely a profession, discipline was necessary; but when wars are waged by a democracy for the benefit of humanity and in a spirit of the utmost patriotism, discipline is totally unnecessary; and no war should be waged by any country unless the spirit of the people is such as to carry it through regardless of all the suffering and setbacks that might be encountered solely through the spirit that animates the individual citizen.

It is the training system of the Army that needs revision. Training must be so changed as to take the fullest advantage of the American man. In all my experiences in France I found no discipline necessary. The men were more than eager to do their duty. Frequently they had to be corrected, but the willingness to do and sacrifice was the highest kind of discipline. The men were not well trained, nor do I believe that the people in charge of the training understood how to go about this. What is needed is a complete

revision of the army training system to make it appeal to the intelligence and initiative of our men and separate it from the discipline which causes rancor and soreness, and rightfully so, in the heart of any well-meaning, sincere, intelligent soldier.

HAROLD L. MACK,
Lieutenant-Colonel Infantry,
United States Reserve.

San Francisco, California.

"A Supercilious Attitude"

The writer wishes to state that he most emphatically agrees with the opinions expressed in both contributions published in the February 11 issue of *The Outlook*.

We have only to observe the supercilious attitude of the average Army officer as we come in contact with him on the streets, in the cars, and in the stores in order to form some opinion as to how the boys have been treated in the Army. There are some splendid exceptions, to be sure, but the exceptions only prove the rule.

The writer is medical examiner in a large institution here in Boston and has examined many of the fine fellows who have come out of the Army. Almost without exception they speak of this ridiculous attitude of Army officers, and are delighted to be out of the Army. It is an entirely wrong attitude—very much the same as that which we are trying to do away with in prisons. It will never make loyal soldiers of the highest morale. If we have a fine army, it will be in spite of it, not because of such training, and with very many men in the ranks it will tend to breed discontent and dissatisfaction.

FRANCIS H. MACCARTHY, M.D.
Boston, Massachusetts.

Concerning School Discipline

As a supervisor of some years' experience in private schools, I know that the so-called "old-fashioned" discipline is an iniquitous thing, both from the view-point of the pupil and that of the teacher.

It is often the teacher's sad substitute for vision and lack of ability to interest the child, a mere sop to self-respect when the child becomes bored and, consequently, unruly; while it is largely responsible for the child's theory that the teacher is the pupil's natural enemy, and therefore it is a fair game to "get even" with authority whenever possible.

A little petty authority is equally dangerous for teacher and scholar, making military despots of the one and spoiling the morale of the other. The old discipline is as much a relic of the past as the idea unfortunately still persisting in some schools, that "it does not matter what you study so long as you hate it."

Old-fashioned discipline failed on the fields of Flanders. The modern school must inaugurate self-discipline, abolish fear of every kind; then will come, not submission but true obedience, not servility but power.

A school is primarily for the training of good citizens, capable of initiative and the ability to think for themselves, under the leadership of a teacher who is a friend, a little older, a little wiser, and a little more experienced than the pupils. And the discipline required is self-discipline or student government, which will enable the youth of America to become self-reliant, "to hear the voice of understanding and to lead the unselfish life."

MARY JOHNSON READ,
Miss Beard's School, Orange, N. J.

MUSIC AND THE AMERICAN SOLDIER

BY GRACE HUMPHREY

READERS of *The Outlook* two years ago will remember that a brief article in its pages stated that musical instruments were wanted for our soldiers and sailors, and that donations would be received and distributed by Mr. and Mrs. Orlando Rouland in New York City. Even before we entered the war this artist and his wife heard repeatedly from officers in the service abroad of the great desire of the men for music, of the crying need for instruments, of the higher morale when they could entertain themselves. Why not, they asked, collect the unused instruments which many households have and give them to the boys?

At once the plan proved practical. Business men indorsed it because it didn't call for cash; it took no funds from Liberty Loan drives or the Red Cross. It simply utilized things lying idle. And sailors and soldiers, privates and officers, indorsed it enthusiastically because with no thought of charity or patronage it gave them pleasure during their leisure

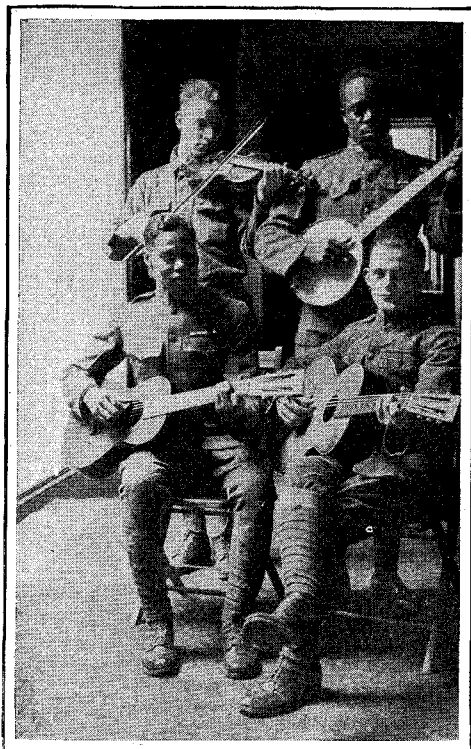
time. "It means a bit of beauty," said one lad, "when all the rest of the time we think only of ugly things."

This service of the Roulands—for it is impossible to separate the painter and his wife—is one piece of war work that went on long after the armistice and is only now coming to an end. More than three thousand instruments were received and given out, with the very minimum of expense. When packages were unwrapped, paper and string were saved and used again. The tags giving the sender's name and address were printed by a sailor as his "Thank you" for a violin. The Ditson firm offered to repair instruments and to box them for shipment. The express charges were prepaid by the generous givers, so that the total expense in New York was under four dollars.

It seemed that all that people needed was definite information as to name and address, and in came the instruments, from West as well as East, from North as well as South, month after month.

There were grand pianos and piano players, there were mouth organs and ukeleles, and every instrument between these in size and tone. Long after the dates on their covers magazines spread the word of this committee of two.

A lady in the Middle West, picking up a weekly a full year old in her doctor's office, noted the address given and sent in a dozen instruments from her town. And seven months after the armistice came a letter from a sailor mine-sweeping in the North Sea. In an old copy of *The Outlook* he'd read of the things given away; there wasn't any music at all on their ship and he could play the banjo quite well, and they'd be on that job for weeks yet, maybe months. The North Sea was rather a vague address, but every effort was made to send that precious banjo through Dutch and English channels as well as American. But—it couldn't be done! So the Roulands wrote to explain and said the banjo was there in the studio, awaiting his return. In November appeared a handsome young sailor and



MEN AT LAKEWOOD, ALL WOUNDED OVERSEAS
Shows comradeship between white and Negro soldiers. They played to their comrades in the wards

asked anxiously, "I've come for my banjo—you've sure kept it for me, now haven't you?"

"Yes, surely. Here it is."

"This'll stay with me all the rest of my life," he said, as he took it in his hand with a loving touch.

But the collecting of the various instruments was only half the work involved. There was also the distribution. Just as the Roulands never begged for instruments, so they never forced them on the boys. It was important to give them out wisely, where their music would count for most. Notices were posted in soldiers' and sailors' and officers' clubs—and there were many in New York—that men who wanted instruments should call at the Fifty-seventh Street studio. Boys by hundreds came to get a mandolin or violin or cornet, or, home from France, to tell how grateful they were. But never one of them asked for money. Never one of them told a hard-luck story. And in answer to the magazine notices men wrote from submarine chasers and battleships, from cantonments and transports, from hospitals here and back of the lines in France, asking for such and such instruments.

More than once a request came for some particular things when none were at hand. But they'd come in just in time to supply a group sailing for France. It seemed as if needs were met in a fairy way. "Can't I have a ukelele?" asked one boy. "It's so little, I can manage it, with all my luggage."

"We had five this morning, but they're all gone."

"But we're off to-morrow!"

"We'll get it for you somehow," said the Roulands. And during breakfast the next morning two ukeleles were handed in by some anonymous friends of the boys.

"Is this a fairy tale, or is it true?" asked a tall lad on crutches who appeared at the studio last September.

"It's true. What instrument do you play?" was the quick reply.

"Have you a mandolin? You see, it's this way—they got me in the leg, in the Argonne, with a lot of shrapnel, and we've been having a time with that splintered bone. The surgeons operated, and I stayed on my back for eight weeks, and to-morrow they're going to finish up the job. And I thought, you see, the ether wouldn't be so bad if I knew I could have something to play on while I'm in bed this time."

"Take your choice of these two, and let us know how you come on."

Not long ago, minus his crutches, he walked into the studio to thank the donors for his pleasant convalescence.

Not only was each instrument tagged with the name of the sender, but each recipient was asked to write a letter of thanks; and beautiful many of them were, and they brought closer together the boys who went and the people who stayed. And oh, the letters that came to the Roulands and are still coming! Here's one, chosen from hundreds, sent from a photographic section, with some fifty signatures.

"You two people don't know what you're doing!" said the young captain. "We'll write and try to tell you."

To many folk a ukelele and a guitar and a mandolin are things of wood and metal, devised to keep honest people awake and make the night hideous with their wailing. But to us soldiers they spell happiness and surcease from the pain of homesickness after we've thought in a circle for days and days, and all the sparkle and life have gone from the thought of things we do over and over every day. Then some one starts playing "Kathleen Mavourneen" and "Ballin' the Jack" and Dvorák's "Humoresque" and "Melody Land;" and from far and near, like moths to the lighted candle, are drawn the lonely and homesick and discouraged fellows who need but the magic of music to make alive and vivid, with Maxfield Parrish colorings, all of the really interesting duties we know and do for America and the Cause. And gloom gives way to gay stuff and



SOLDIER AT LAKEWOOD, ARM IN AERO SPLINT
Finds he can play with the other hand, in spite of his arm being crippled, and helps to keep the muscles limber in the arm in splint

light bantering takes the place of pessimistic discussion, and that night many letters go forth to cheer the folks back home, written by boys who are made happy by the music you've gathered from those who know that music alone can keep alive memories worth while. So we do thank you and go on, better and happier for these things of wood and metal; and we shall bring our full share of victory to you as evidence of our good faith and remembering.

Reading some of these notes of thanks, one cheerful worker had a sudden inspiration—he would kodak each man in the hospital while playing on his instrument, and send a snapshot to the giver. People liked this tangible evidence of the use to which their contributions were put, and more than one man and woman began collecting from their friends and repeated their pianos or banjos or drums. Indeed,



ORCHESTRA OF BLINDED OVERSEAS MEN AT ROLAND PARK, BALTIMORE

The center man was the first American soldier blinded in battle in France. This violin was sent him by Mr. Rouland. It belonged to General Barry, one of West Point's first graduates

this worker made as great an appeal to the imagination of The Outlook's readers as to the men themselves. When he wrote the sketch of how he played in the hospital while dressings were being changed, a stream of flutes started toward the studio that lasted for weeks—because the boy sitting up in bed in the picture was playing a flute!

It was amazing to find how many boys were musical, how many could play a little. An aviator, sent to the studio to help carry the instruments for his squadron, picked up a mandolin and strummed a gay tune. "Wouldn't you like that for yourself?" "Why, I thought you only gave things to people who can really play. Do you think I play well enough?" This led to lessons for the boys. More than one teacher offered his services, and Carnegie Hall, in addition to a request for instruments carried for months on their programmes, gave a room for these lessons.

And as surprising was it to find what fine music the boys asked for when artists went to play to them in hospitals here, for this grew to be an important feature of the Roulands' work. They liked the popular tunes of the day, but they also liked classical and highbrow music. "Please play a bit of Grieg," one would beg. "And won't you do Chopin's Sonata in C Minor before you go?" asked another. "Play a tune from the 'Rigoletto,' mista," called an Italian lad. And others crowded up asking for Beethoven and Debussy, for something from Liszt and Rimsky-Korsakoff. And always they encored Chopin's "Funeral March," its rhythm and mighty chords making a great appeal to them.

If all of the boys weren't musical to start with, many of them learned to play on the Rouland instruments. A young lieutenant reported to them on his return from France: "I didn't bring your harmonium back with me, for it was doing double duty over there. After the armistice we got up a show and traveled all round the north of France and into Luxembourg; and on those one-night stands when we'd have long waits for our trains—you know French trains?—I don't know what we'd have done without your mouth organ. Every man in the cast, from the director and orchestra leader to the little Pole who managed the lights, learned to play it, and we all sang. And I want you and the giver to know what it did for all of us."

Then there was the Syrian who enlisted from a little mining town out West, and during his long siege in the Lakewood Hospital took up a mandolin from his neighbor's table and picked out "The Long, Long Trail." Idly during his many idle hours he strummed the songs he'd heard in the A. E. F., and then, unconsciously, he began to play, a phrase at a time, the old, old songs of his own people—the chants of the camel-drivers as their caravans arrived at his father's village. He would tell the story, full of Oriental romance, and act it out. The Turks are threatening an attack. The

old chief draws his sword, exclaiming proudly, "For centuries this sword has been drawn only in defense of our tribe. Let it be so now, or may death come to me in this fight with the Mohammedan!" And all the convalescents in Ward D would gather round and listen open-mouthed, entirely forgetful of their pain and weariness.

Ward D came to be a real center as one man after another learned to play. An impromptu concert of their own devising always gave greater relaxation than any planned for them by a zealous entertainment committee with outside talent. At first doctors and nurses were aghast at the mere suggestion of musical instruments lying around loose, as it were; but they quickly found that the men themselves were more thoughtful for each other than they could be, and stopped before the music (or the noise?) threatened to tire the worst cases.

Two sailors who had lost their ukelele and mandolin when their ship was torpedoed came timidly to the studio to ask if they could have new ones. From the doorway they spied their precious instruments, made a bee-line for them, and sat down and played for a couple of hours. Till the end of the war they came to call whenever they had a leave. One of them grew very confidential. He'd met a girl in New York—a fine girl she was—and if he only had a job he'd marry her right off. But jobs were few. What could he do? asked the painter and his wife. "I'm an electrician." Perhaps they could help him. And by the next day they had found him a job, he married the girl, and said proudly when he brought his bride to the studio, "And I owe it all to that ukelele!"

Nor is this the only bit of romance due to the instruments. A nurse in one of the big hospitals, visiting off her floor, heard a tired lad with a banjo humming a regimental song. "Do you belong to the Sixty-ninth?" she asked; "why, there's a boy down on my floor who sings that same song. Let me see—he's named Pete—Pete something." The sick boy with the weary look suddenly brightened up. "Oh," he cried, "could it be Pete O'Reilley? Why, he's the man that carried me on his back across No Man's Land. Didn't you read about Pete? It's all in Father Duffy's book. Look—page 137!"

The nurse picked up the book from the table. On the flyleaf was written:

To A. Z. from Francis Duffy. It's boys like you and Pete who make the fighting 69th.

And turning over the pages, she read the story of Pete's amazing and unselfish courage. Can you guess the meeting that took place when Pete was wheeled in to see his pal?

Back now in their home towns, the boys seem to think as much of their instruments as in camp or on ship or overseas. The discrimination shown in giving the finest instruments to professional players, has borne fruit. For more than

one man has gone right into an orchestra and is supporting himself by his playing, his gift happily kept alive by the instruments sent by people who believed in music.

Working without any red tape, this unit of two people worked with every organization—Red Cross, War Camp Community Service, K. of C., and Y. M. C. A. Sometimes a request came for a certain instrument; sometimes to supplement what was already at hand, to make an orchestra; sometimes a long list to equip a whole band. Indeed, that became a frequent event as the number of brass bands and jazz bands and string orchestras, and combinations of the three, grew to fifty. But, thanks to the Ditson firm and to other generous companies in New York, the Roulands never failed, though once they had only twenty-four hours to assemble a band for a squadron of aviators. Transports and hospital ships made the instruments officially part of their permanent equipment, so that they stayed even if certain players left.

One lady, sending a particularly fine old violin, asked that it be given to a blind soldier. The next day came a Red Cross man to tell their plans for special work with the men blinded in battle, to be centered in the hospital at Baltimore. "If you have a man who's specially musical, we have a violin waiting for him," said the Roulands, promising their co-operation. And the first American blinded in the war proved to be a violinist! Soon a group of blind soldiers were playing at Baltimore.

One of the co-operators who helped make this work successful was Mr. Charles Dunne Wood. A genial, good-natured man of nearly sixty, with white hair and rosy cheeks, with the kindest, twinklingest face imaginable, the men adopted him on sight, and named him Pop—until he was rechristened Gaily the Troubadour. His heart and soul were in this service of helping the boys, and he got right at their difficulties in the simplest way. With a story or song, a joke and a laugh, he could set up any lad that was a bit worried or disheartened. From one ward to another, from one hospital to another, he went, helping here and there and everywhere, singing, playing, and teaching them to play. Recently he was invited to the technical schools in Newark, where he organized an orchestra and a jazz band among the ex-service men there. With rehearsals and individual lessons, his work grew and grew.

Not long ago there'd been a long rehearsal, and Gaily went down to his office before giving two beginners a first lesson on the guitar. The boys waited, impatient when he did not come. Finally they spoke to the director, who went to his room. There sat the Troubadour, his head bent over till his white hair touched the old fiddle. He died, as the boys say, with his boots on, mustered out of service in the midst of his beloved instruments. But the music started among the boys by Gaily and the Roulands goes on and on.

ON BECOMING A MEMBER OF THE LANDED GENTRY

BY RICHARDSON WRIGHT

I

OF late the idea has got abroad that all a man does to become a member of the landed gentry is to buy a lot. This is a plebeian fallacy. The initiation into the landed gentry is a long and complicated process. It includes a course in law, a course in finance, a course in the dialects of tax collectors, plumbers, carpenters, and bricklayers. When one finishes with it, he is an all-around or, to use the vernacular, a solid citizen.

The landed gentry are divided into two sects—the Mortgagers and No-Mortgagers.

The No-Mortgagers are a dour, conscientious, Puritan lot, whose principal dogma is to own a thing outright, pay for it from the front gate to the back fence. They give as their excuse for this wild financial plunge the explanation that you are then paying interest to yourself.

With equal fervor the Mortgagers (a merry, broad-minded crew) quote their article of faith, which says that paying interest to some one else is "good business."

The difference between these two schools is that one pays one's self imaginary interest; the other pays some one else actual interest. The No-Mortgagers are solemn because, although a man may conceivably live without actual interest, he cannot conceivably live on imaginary interest.

Not until I became a member of the landed gentry (about two weeks ago) did I know what interest was. It appears to be a sort of invisible energy—like blue rays or gravitation—that is constantly at work, and which one must check up now and again, the way he reads his gas meter. You must not pay \$5,000 for a lot without figuring a loss of interest on that \$5,000. (An efficiency expert friend explained all this to me, so I know.) You can't measure it in good health or sunsets or domestic pride or the valley mists at dawn or flowers blossoming along the garden path. Those things aren't interest; \$300 per annum is interest. Do you understand? Money is energy, but a house and garden are not. And don't make the mistake of sentimentalizing over it or your account-books will be in a frightful muddle.

"Just imagine," this friend said to me, "trying to put down a sunset!"

To which I replied: "That's exactly the only sort of thing I can put down." And I showed him my balance-sheet with the items set down in orderly columns:

- 8-5-19. One sunset with purple rifts and gold rims.
- 9-23-19. The first cosmos at the end of the long border.
- 10-10-19. Got a good sweat cutting the grass for the last time.
- 11-8-19. A flight of wild geese going southward across a mackerel sky.

12-2-19. An open fire, mulled cider, and a new volume of Neil Lyons.

3-10-20. The first crocus behind the studio.

3-11-20. The second crocus.

Thinking me utterly mad, he snatched up his hat and departed. And so I entered into the landed gentry an innocent.

II

You can always tell a new member of the landed gentry by these three infallible signs:

- (1) His acquaintance with land values.
- (2) His insidious hospitality.
- (3) His refusal to come to dinner parties.

You are sitting—let's say, at a round table in a club—discussing with the men about you the relative values of sausage or Mr. Wilson, when there comes a lull in the conversation, and a voice, apropos of absolutely nothing, will remark, casually: "By the way, d'you know that real estate values are jumping by leaps and bounds in——?" And he will name a place that sounds not unlike a Pullman car or an Italian dessert. That man—you can wager your last dollar on it—has just bought a house and lands in the suburb that sounds like a Pullman. It is as inevitable as to-morrow's breakfast: let a man become a member of the landed gentry, he will boast of the rising values of the lands contiguous to his. This, I say, is the first evidence.

The second sign is his insidious hospitality.

Having purchased a house in the country, the first thing a man does is to rush off and buy a guest-book. He enters upon a sort of Boniface phase and insists on keeping a record of those who sleep under his roof.

I have often wondered what eventually becomes of these guest-books. Quite an entertaining little causerie could be written on them. They are a pregnant topic for speculation. (I know of a man in Michigan who used his guest-book for a year, and then, tiring of the game, filled in the remaining pages with stories—good stories—that he would read when you come to dinner. It was the only guest-book that didn't fill me with terror.)

Insidious hospitality, I have called it; and the word is justified. He invites you up for a week-end, expansively telling you of that room especially reserved against your coming. Without suspecting him of ulterior motives, you accept. After dinner the first night, when comfort is beginning to settle itself softly upon you, your host will suddenly spring up, as if the thought had just occurred to him, with a "Oh, Molly, bring the guest-book. Jim ought to write something in it!"

For a matter of fact, your host has been thinking of that guest-book ever since you arrived. He has been waiting for a chance to spring it on you. Being a gentleman, you entertain the idea enthu-

siastically, and the huge tome is laid out across your knees and you are bade to "write something funny in it." You scratch your head, protest that you really haven't a funny tissue in your entire makeup, that your grandmother lived and died with a scowl on her face, and finally sign your name to a simpering phrase that in years to come you will blush to own.

There are some people who appear to enjoy writing in guest-books. They belong to the class who scratch their names in public places, such as the German drummer caught red-handed carving his name onto the beautiful monument to the valiant Russian and Japanese dead on top of 203 Meter Hill at Port Arthur. The things I said are not for publication.

The guest-book episode over, your new member of the landed gentry will fling another log on the fire, straddle the hearth in a proprietary fashion, as they do in novels, and, looking you in the face, ask, "What name do you suggest for this place?"

There's a stumper for you! You wonder why a place should have a name, anyhow. You inwardly curse the idea of a name. Your mind goes utterly blank. "We thought of—" and he will reel off a series of picturesque phrases that leave you cold. If you are a brave soul, you may perchance suggest his taking the first three syllables of his wife's unmarried names and coining a Welsh word. But, whatever you suggest, whether it is applicable or not, he'll finally say, "Well, after all, there isn't any rush about it," and you settle back in your chair, thankful that the ordeal is over.

But the crowning episode of his insidious hospitality comes the next morning. You appear at breakfast in your best country togs, to find the incipient member of the landed gentry dressed in his shabbiest. "I thought you'd like to watch me transplant some cedars in the garden," he says, merrily. You naturally offer to help, but make a reservation on account of your clothes. Whereupon you are assured that he can fix you up. It seems that the incipient country gentleman keeps a wardrobe of old clothes of all sizes. Where he gets them from Heaven alone knows. But it never fails. Thick or thin, short or tall, he can always "fix you up." And he does. You return to the city from his insidious hospitality aching in every muscle, blushing with the memory of what you wrote in that guest-book, your head a maelstrom of insipid names for country places.

The third and final sign of one who has just become a member of the landed gentry is his refusal to come to dinner parties. The new owner is always completely engrossed with the cosmos bounded by his property lines. Nothing that happens outside them can have the slightest meaning to him, just as a convert to a new religion is utterly satisfied with the exercise of that religion for the

CURRENT EVENTS ILLUSTRATED



Copyright, 1919, by Joseph Gray Kitchell

"THINE IS THE GLORY"—A COMPOSITE PHOTOGRAPH OF RED CROSS WORKERS BLENDED INTO AN ALLEGORICAL PAINTING

This painting by Mr. F. Luis Mora was recently presented by the War Department to the Red Cross Headquarters at Washington. The idealized face of the principal figure is the result of the blending of a thousand portraits of women Red Cross Workers into a composite photograph by Major J. G. Kitchell, which Mr. Mora, the artist, incorporated into his painting. The picture may be regarded as a tribute from Force to Mercy—from the great dynamic power of war to its chief ministering organization



Underwood & Underwood

AN AIRPLANE VIEW OF THE RUINS OF A FAMOUS SEASIDE HOTEL

The photograph shows all that is left of the well-known Chamberlin Hotel at Old Point Comfort, Virginia, which was burned on March 7. This noted hotel was built on the Government reservation at Fortress Monroe, by special permission of Congress, and had had during the thirty years of its existence many famous people as guests, including, it is said, every President of the United States during that period



(C) Underwood & Underwood

PAYING THE INCOME TAX AT THE CUSTOM HOUSE IN NEW YORK CITY

The most convenient method of paying a most inconvenient tax is no doubt by check, but a large number of people prefer to wait in line till they can get the matter adjusted by a cash payment. In the above photograph some of these citizens may be seen discharging their perplexing duty



International

LENINE ADDRESSING A MEETING IN MOSCOW

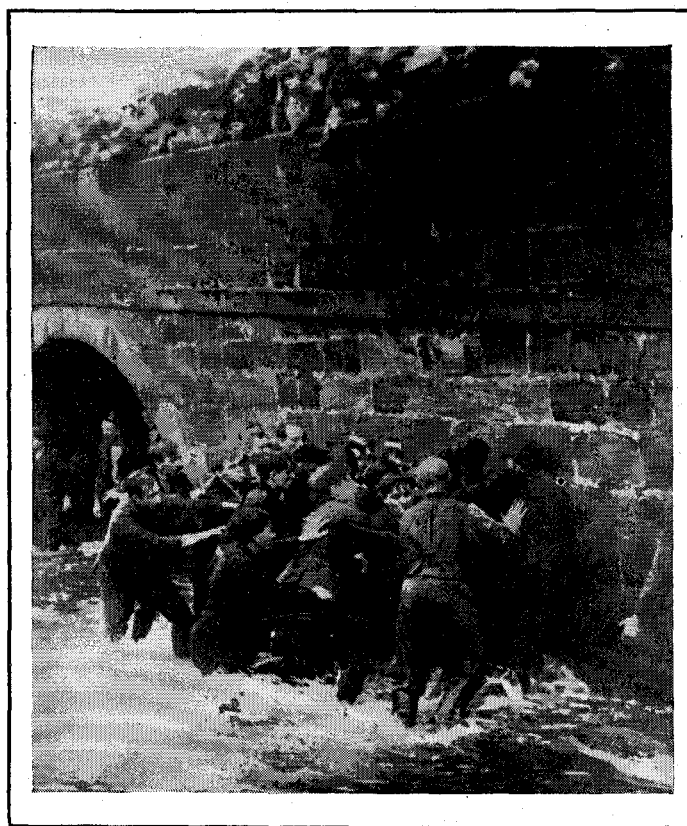
The famous Russian Bolshevik is shown above in one of the most recent photographs that have been received from Russia



International

THE SULTAN'S PRIVATE MOSQUE IN CONSTANTINOPLE

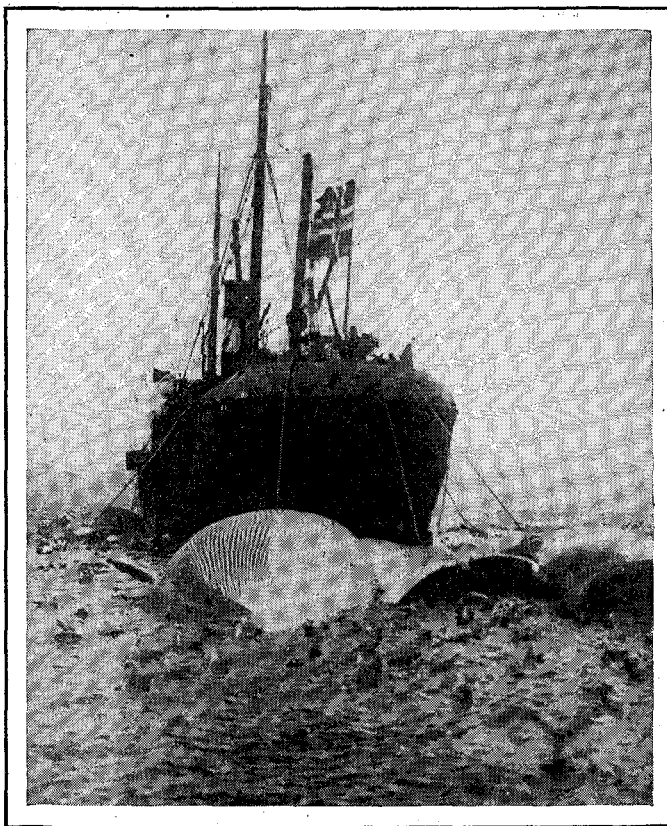
Mohammed VI is said to attend service every day at the mosque (at Yildiz, the Sultan's palace) seen in the photograph



Underwood & Underwood

PLAYING FOOTBALL IN AN ENGLISH RIVER

The picture shows the observance of an old custom at Ashbourne, England, where rival teams compete in a struggle to send the ball "upwards" or "downwards" in the river



(C) Keystone View Co.

MODERN METHODS IN THE WHALING INDUSTRY

The view is of a "floating whale station" near Spitzbergen, Norway. Whales are captured in large numbers in these waters and brought to the ship to have the blubber "tried out"

first six months. The call to leave his cosmos falls on unheeding ears. Perhaps he cannot afford to come, since the laundry prices on clean shirts make acceptance these days prohibitive, but in the majority of cases his self-satisfaction is wholly consuming.

To these might be added a fourth indication of the beginning country gentleman—his style of clothes. Immediately after having bought a guest-book your country gentleman will also buy knickerbockers. If you chance to meet him wearing them, he appears embarrassed, and begins explaining how much more comfortable they are for working about the place than long trousers. Meet him a year or so later, and he'll be wearing a pair of khaki pants.

III

The novitiate into the landed gentry may last six months, it may last a year. Then, gradually, the country gentleman acquires a reputation as an excellent diner-out—just the sort of chap to give sparkle to a table. Then, gradually, the guest-book is taken down fewer and fewer times, until finally it is left to gather dust on a bottom shelf. Then the place, so long nameless, satisfies itself with a Rural Free Delivery number. Then guests who come up are not asked to work, but are told to amuse themselves.

There are those who say that when the country gentleman reaches this pass he lays aside the ledgers of the sunsets and his pen moves only to figure interest at six per cent per annum. This is a miser-

able fallacy. It is also a great injustice. For there are country gentlemen and country gentlemen, just as there are parsons and parsons. There are members of the landed gentry who are satisfied if life pays them six per cent. These soon tire of the country. There are others who are not satisfied unless they are drawing one hundred per cent. These never tire. The one balances his books with figures, the other with flowers. He who would keep the innocence of the incipient landed gentry never forgets that figures bear false witness. For something must be charged off against horizons and green meadows, against the baked warmth of noonday and the cool of rain, against sunsets and drifting clouds and the wind through the trees. What is six per cent compared to these?

COMMUNITY CIVICS

A PRACTICAL EDUCATIONAL COURSE IN CITIZENSHIP

XIX—CLOTHING

BY AUGUSTUS S. BEATMAN

OF THE JULIA RICHMAN HIGH SCHOOL, NEW YORK CITY

INTRODUCTION

Mrs. Average Citizen. "Isn't it terrible the prices they charge for clothes nowadays? I've just paid a hundred dollars for a spring suit. Simple little thing, too. I wanted a few artificial flowers to brighten up an evening gown. I never dreamed that they would cost me more than seventy-five cents, and, would you believe it, I had to pay a dollar seventy-nine! Just think of it! A dollar and seventy-nine cents for a little spray! And feathers! Don't mention it! I'm lucky about shoes, though. I bought enough last year to carry me through this summer, and I didn't pay more than fifteen dollars a pair, either."

Mr. Average Citizen. "Ready-mades 'll do for me. If I can buy a suit of clothes for sixty dollars that is equal in quality to those I used to get tailor-made for twenty-five, I'm lucky. I suppose I'll have to wear them longer, that's all."

Mr. Contractor (to Mr. Wholesaler). "I can save you forty per cent. My finishers have to have the money. They've got to live; but there's no overhead for me, and I am satisfied if I can make eighty cents a suit."

Mr. Wholesaler. "Mark them up all they will stand. We've got to get while the getting's good."

Mrs. Home-Worker. "You children will have to give up playing in the street. You must help mamma more till I feel better. Don't let any one know we have sickness. The pay is small, but we must keep up the work or the contractor will not let us have the finishing to do."

And yet on Easter morning Mr. and Mrs. Average Citizen will swing down the avenue each in a new spring suit, self-conscious only because of a new walking-stick and a "pizen green" feather; Mr. Contractor in a scenic silk vest and resplendent yellow diamonds will be indulging in a restful game of pinochle; Mr. Wholesaler, with his well-dressed family, will be wafted to divine service in a high-powered motor and will put something on the plate—and the home-worker folk of the tenements will be sewing on buttons and making artificial flowers at starvation wages.

FRANK A. REXFORD.

A FEW years ago a principal of one of our high schools stood beside me at the door of a large assembly hall of an elementary school. File after file of youngsters passed us by. The pig-tails of the girls had seen hands and a comb, but those long lines of tousled boys' heads had apparently never been touched by humans. Coats, ties, trousers, shoes, had a peculiar twist or tear of some kind that bespoke utter carelessness to appearance on the part of their wearers. What a change would come over these children as they came to us! Those pig-tails would clamber up around the head and cluster in extreme swirls of the prevailing fashion. Those disheveled masses of short hair would part and lie back from the forehead in carefully brushed neatness. Personal appearance would loom large in their minds and clothes would receive a new value. The

sense of neatness in dress, of personal adornment, of self-respect in appearance, would be a part of the expanding personality of adolescence. From then on a part of their personality will be expressed in clothes. But, whatever the quality of their taste, they are perfectly free to follow their own standards. It may represent the highest levels of artistic harmony or be atrocious, but the Government has nothing to say. Fashion may violate the laws of health, but the State does not interfere.

When the question of clothing enters the family finances, however, we begin to see the Government on the horizon. Many children begin to understand the part that clothes play in the family income while yet very young, but to most the full realization begins when they start earning their own money. The proper amount to devote to one's wardrobe is a

question that receives earnest attention in all families, especially in these days of increasing costs. The financial importance of the question to the family is seen in the studies of family budgets. During 1918 the Bureau of Labor Statistics of the Federal Department of Labor investigated the family budgets of 12,096 white families in 92 industrial cities situated throughout the United States. The figures for New York City and the summary of the whole survey are presented in the table at the top of the next page.

The figures show a striking uniformity in the general percentage devoted to clothing in each income group, and in the steady increase in the percentage devoted to clothing as the income increases.

The Bureau of Labor Statistics also attempted to estimate the minimum of goods "necessary to maintain a family of five in Washington, D. C., according to

PERCENTAGE OF INCOME SPENT ON CLOTHING BY INCOME GROUPS								
	Average for Total.	Under \$900.	\$900 and under \$1,200.	\$1,200 and under \$1,500.	\$1,500 and under \$1,800.	\$1,800 and under \$2,100.	\$2,100 and under \$2,500.	\$2,500 and over.
New York City .	16.6	10.2	13.8	14.9	17.5	17.3	19.3	21
Summary for 92 localities, 12,096 white families .	16.6	13.2	14.5	15.9	16.7	17.5	18.7	20.4
Amounts	\$111.63	\$156.45	\$206.50	\$257.38	\$306.94	\$384.20	\$503.03	

a standard of health and efficiency." Later they translated this into terms of the current prices, but, whatever the prices, the percentage given to clothing would remain the same. The purpose behind their estimate for clothing is given in the following statement: "Clothing sufficient for warmth, of a sufficiently good quality to be economical, but with no further regard for appearances and style than is necessary to permit the family members to appear in public and within their rather narrow social circle without slovenliness and loss of self-respect." Here is the summary of their large items:

1. Food	\$773.93	
2. Clothing:		
Husband	\$121.16	
Wife	166.46	
Boy, 11 years	96.60	
Girl, 5 years	82.50	
Boy, 2 years	47.00	513.72
3. Housing, light, and fuel	428.00	
4. Miscellaneous	546.82	
Total	\$2,262.47	

In this budget the clothing allowance is 22.6 per cent of the total.

The Bureau of Municipal Research of Philadelphia made an investigation of the expenditures of workingmen's families in that district. Based upon their study, they formulated a standard budget. In terms of prices of that time, for an income of \$1,636.79, \$299.43, or 18.2 per cent, was devoted to clothing.

They suggested: (1) that "the city government of Philadelphia . . . adopt the standard of living herein outlined as a basis for ascertaining currently the amount of a living wage for manual workers;" (2) that "the cost of this standard be ascertained at least once a year by the city government, preferably just before budget-making time." Other recommendations are made, but this is sufficient to show that the aim was to stimulate similar activity on the part of the municipal authorities.

The Bureau of Labor of the National Government made a study of the living expenses of 608 families in the New York ship-building district in 1917. According to that, the average clothing expense was \$200.07, or 14.84 per cent of the total expenditure.

So far I have illustrated the activity of the Government in relation to clothing only as investigating, publicity, and advisory agency. The largest interest in these statistics has probably been in connection with the subject of wages. Industrial and business units, however, have been perfectly free to disregard them.

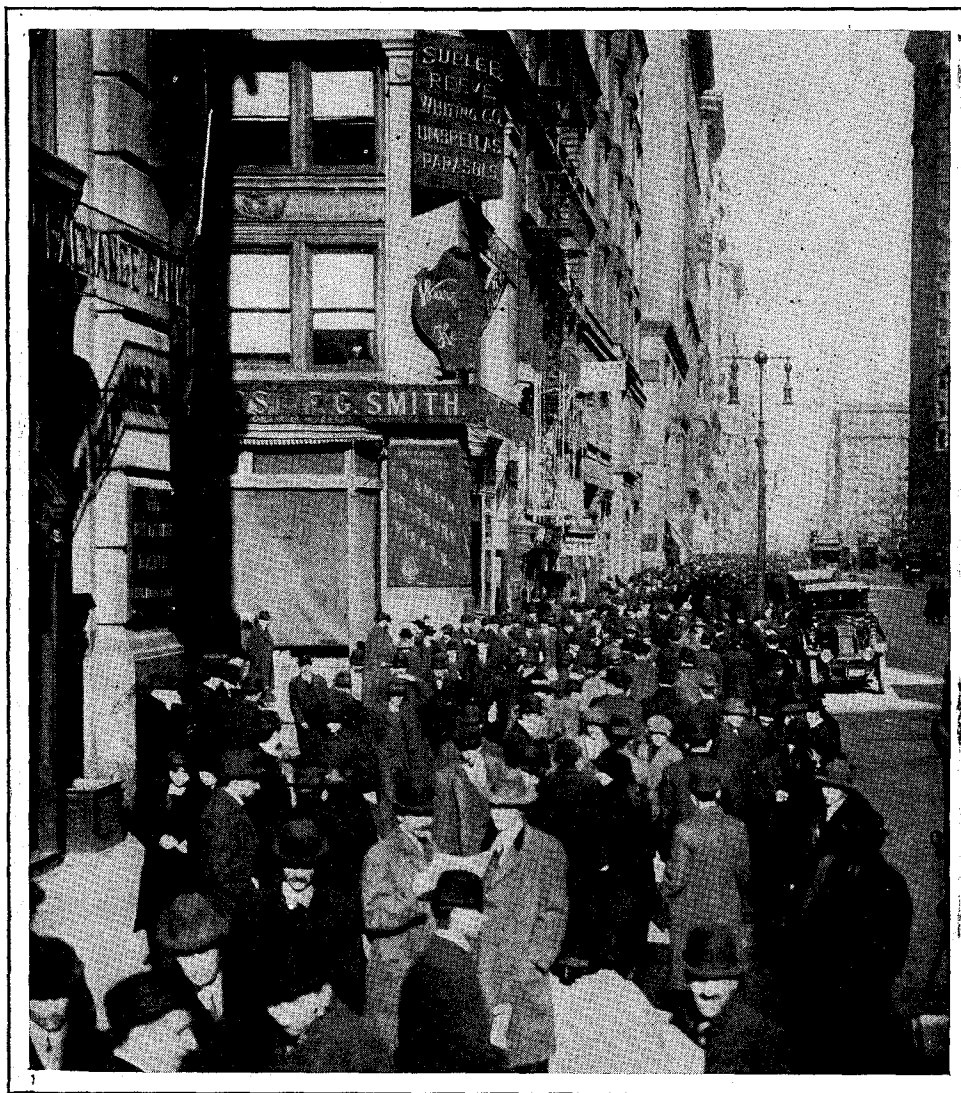
The governments of some States have

gone a step further. Where there have been minimum-wage laws they fixed a wage which was based, among other things, upon a minimum standard for clothing. For instance, in ordering a new minimum in Wisconsin in 1919, it was stated that "the Commission had in mind that approximately forty per cent of the cost of living of self-supporting females and minor employees is required for board, twenty per cent for room rent, twenty-two per cent for clothing, and eighteen per cent for other necessary expenses." Similarly the minimum of \$15.50 a week for the printing trades established in Washington, D. C., in June, 1919, as "the necessary cost of living to self-supporting women to maintain them in health and protect their morals" was based upon the supposition that \$3.35 a week, or 21.6 per cent, would be spent on

clothing. This action of the Government makes compulsory a given amount available for clothing, but the individual is perfectly free to use that exact amount for clothing or not as the individual may wish.

The community importance of clothing in New York is not confined to the fact that it enters into the finances of every family in the city. It looms much larger because of the peculiar position of clothing in the business life of the city.

If you look up the figures for those industries of New York City whose product was over twenty million dollars according to the census of manufactures of 1914, it will be seen that women's clothing is the first in rank among the industries of the city. This item includes such articles as dresses, cloaks, suits, skirts, kimonos, etc. The third industry in rank is men's clothing, but New York far outdistances any other city in this industry. Six out of the twenty-two industries are clothing industries in the broad sense. If you add up the number of workers and the value of the product in all the most important items of clothing manufacture, it will be seen that forty per cent of the workers in the manufactures of New York and thirty-four per



THE MAKERS OF CLOTHING, REPRESENTING NEW YORK CITY'S GREATEST INDUSTRY, TAKING POSSESSION OF FIFTH AVENUE—A SCENE THAT MAY BE OBSERVED ANY WEEK DAY AT NOON
The streets near Fifth Avenue below Thirty-fourth Street are a center of the clothing industry. The workers pour out at noon to promenade on the "Avenue," though the shopkeepers dislike their practical monopoly of the sidewalks at this hour and try to induce them at least to "move on"

cent of the value of the total product are found in the clothing branches. If one could include all the custom tailors and the dealers in clothing—wholesale and retail—we would see how large a part of our population gets its living from clothing the country. That the custom-made garments would add a large amount to the ready-made garments is indicated by the fact that in the report of the State Industrial Commission for 1919 (not yet published) the number of home-workers on factory-made goods was 8,196; while those on custom-made goods number 8,429.

If you go anywhere in the United States, you will be pretty apt to see some article of clothing made in New York City. Every third man or boy you meet in the summer will be wearing a straw hat made here. You could label over half the cloth hats as coming from your city. An equal proportion of those having ready-made clothes and skirts will be wearing a suit and a shirt made in New York. Four out of every ten will be wearing ties, belts, underwear, bath-robos, pajamas, etc., manufactured here. A fifth of the buttons which every woman in the United States sews on are made here. Six out of every ten women you found would have millinery or lace goods obtained from New York. Between eighty and ninety women out of every hundred who trim their hats with feathers or plumes and artificial flowers would have them made by women or children in New York. Three out of four dresses, cloaks, suits, skirts, waists, kimonos, etc., that any woman in the United States buys ready-made come from New York City. These proportions would be still larger if you included the clothing made in the metropolitan district of New York, which the officials of the census consider as a manufacturing unit. Because the business of New York has such a large core in the clothing trades and because so large a part of the clothing of the country is made in New York you would expect to find Governmental activity here, if anywhere, and on the greatest scale.

What regulation of the clothing industry there has been has grown out of conditions of manufacture. The making of a suit or a dress became divided into a large number of separate, small operations. This facilitates factory operation, and a large percentage of clothing manufacture is carried on in factories. This product is made under the provisions of the State Factory Law and protected by its sanitary provisions. But many of the manufacturing operations, especially the finishing operations, could be done better by hand than by machinery, and some were so simple that even children could help. Even where machinery could be used to equal advantage, the price of the machine was such that the individual worker could afford it in the home. While the price of the single machine was not large, the cost of all used for the work of one employer would be considerable, and the employer preferred to save that item, especially as the seasonal nature of the industry would leave it idle on his hands

for a considerable period. He has no responsibility for the workers in the slack season. If the work is done in the home of the workers, the employer passes on to them the cost of light, heat, rent, and often of small items like thread and needles, etc. In this way he escapes from the responsibility of the Factory Law. Home-work makes it difficult to unionize all the workers. The main influence which made the employer distribute a great part of the work from the factory or the custom shop to the home was the low wage for which he could get it done there.

This low wage was produced by the conditions resulting from the immense number of immigrants who remained in New York from the time they left Ellis Island. With each successive wave of immigration the character of the worker in the clothing industry changed. As the immigrants came without skill, without money to any extent, without education, without a knowledge of our language or our labor conditions, they were forced to take whatever work and whatever wages were first found. Out of these opportunities there developed the contractor, who lived among the poorest of the foreign sections of the city, spoke the language of the newly arrived immigrant and knew all the ways of taking advantage of his need and weakness. The whole family could work in their own home or in the little shop run by the contractor. The mother could look after her children as she worked, for they worked with her. To try to keep up, the workers toiled from early morning until late at night. The great mass had to live in one or two rooms in the most dilapidated apartments of the tenements. Their quarters were used for sleeping, eating, and working. Ignorant people of a low living standard on landing, being plunged into such conditions, inevitably existed in filth, and often in immorality. To help out they often took in a later arrival as boarder, who worked with them in the still more crowded surroundings. Long hours, low wages, poor nourishment, crowded quarters, ignorance, and helplessness brought disease into the misery. Thousands of cases are on record. I will give only two: "Caroline Street, May, 1915, in four rooms, where three children had died of tuberculosis and two others were suffering from it, a mother and eleven-year-old girl made artificial roses at fifteen cents a gross." Only last year the survey of the investigator of the Women's City Club found this instance: "Twins, seven months old, lying together in a tiny cradle, were affected with a severe skin disease which in the case of one child had literally eaten away one side of the face, while the other side was just recovering, and in the other child had attacked the ears but had not been successful in traveling further. The mother, during the entire time, was working on dainty georgette and crêpe de chine blouses, sewing on buttons and snap fasteners."

Clothing made under these conditions became a menace to health. Accordingly

a series of laws have been passed to protect the public. Here I shall speak only of the laws as they apply to clothing. The first law drawn up in rough form in 1899 by Mr. Daniel O'Leary, the present chief of the Home Work Division of the State Industrial Commission, was based somewhat upon the law of Massachusetts, the only State that at that time had legislated upon the subject. Upon the recommendation of the Factory Investigating Committee, which had made a careful study of home manufacturing in tenements, the law was changed into its present general form in 1913. The manufacture of "children's or infants' wearing apparel" was forbidden in tenements. This special feature for children was due to their great susceptibility to contagious disease. Before the manufacture of other articles may be legally carried on in a tenement the owner must obtain a license from the State Commissioner of Labor. If the Department of Labor finds that the records of the Health Department of the city show no "infectious, contagious, or communicable disease" nor "any unsanitary conditions" and inspection shows a similar condition, the Department issues the license. "An inspection shall be made by the Commissioner of Labor of each licensed tenement-house not less than once in every six months." If a violation of the law is discovered, the license is annulled.

As a part of the State Labor Law, the administration of the law is intrusted to the State Industrial Commission. The size of the job, as well as its importance to the community, is shown by the records of the Commission. The number of licenses for separate tenements outstanding on February 1, 1920, was 18,366, of which 17,108 were for Greater New York. The number of apartments inspected during the year ending July 1, 1919, was 271,580. In those apartments 30,260 persons were found working. Of these, the two largest groups are the races coming last into the work, the Italians numbering 13,621 and the Jews numbering 6,697.

It is conceded by all that the conditions of clothing manufacture have immensely improved under the period of the operation of the Tenement Labor Law. Full credit for this must be given the law and its administration. But also it has been due to the activity of the workers' organizations, such as the Amalgamated Clothing Workers of America, and to such agencies as the Consumers' League and the Child Labor Committees. The war and its accompanying wage influences have done much to raise the pay of home-workers, some getting as high as \$40 a week now, but many others have remained with low wages. The scarcity of men brought many women home-workers into the factories, and the scarcity of home-workers in some lines led to the development of machinery for that work. During the war the War Department insisted that there should be no work done in the tenements on Army clothing, but I am informed that since the armistice the old condition has come back.

There still, however, remains much to be done. The administration of the present law is handicapped by the number of inspectors allowed and the pay granted them. The present force should be doubled, and even then the possibility of work being carried on in unlicensed tenements is great. Even in the licensed tenements the few visits of an inspector disclose only a part of the danger. "The possibility of home-work in an apartment where there is disease and the employment of children under these unhealthy conditions is illustrated by an Italian family which was referred to a relief society. The house had been licensed in the preceding year, when the sanitary conditions presumably were satisfactory to the Department of Health and the Department of Labor, and there must have been no evidence of disease among the tenants. Yet it was found that for weeks a family living in the house had been finishing clothing in the room where the oldest daughter, Vincenza, aged sixteen years, lay dying of tuberculosis." Another difficulty is seen from the angle of the Home Work Division. "The greatest trouble we encounter is with the contractor, especially with the small ones. They do not know anything about the law and care less. They engage in any line of work that appeals to them. Just to try it, they may go along for a couple of weeks or a couple of months, but unless they find that the job pays they won't stay at it very long. . . . We find their goods in the poorest places."

Here is your chance to help. You can tell all the people you know about the meaning of the law and explain the importance of observing it. But the law itself should be strengthened. At present it applies only to tenement-houses. Work may be carried on in dwelling-houses without any restrictions. The law now compels manufacturers to furnish lists of people to whom outside work is given. In verifying these lists the inspectors have found over eleven thousand people doing home-work outside the tenements. This forms the basis for the opinion of the Department of Labor that "there is more (home) work done in the dwelling-houses of the State than there is in the tenements. In my opinion, the scope of the law should be so broadened that we have the legal right when necessary to protect the public from dirt and disease coming from the home in dwelling-houses."

Many organizations, notably the Consumers' League and the Women's City Club, are in favor of prohibiting all manufacturing in tenements except directly for the consumer, as children's clothing is now prohibited, and the latter organization has a bill to that effect to introduce into the Legislature at the present session. The chances are, however, that the Tenement Labor Law will be extended by gradual extension of the prohibition to specific articles. Many expect that trade agreements, the invention of machinery, and the distaste of the children of immigrants for home-work will gradually abolish it.

In France, where the amount of home-work is comparatively much greater than our own, they make the term "factory" apply to any place where such work is done, and so the provisions of the general labor laws cover such questions as minimum wages, hours, and sanitary conditions.

Not all woolen clothing is made from fresh wool off the sheep's back. An increasing amount is made from shoddy. "Shoddy is the generic term applied to recovered wool, cotton, jute, or other fiber of any sort—that is, to the fiber obtained by passing rags, clippings, yarns, or waste through machines which reduce them to the condition of clean fiber, so that they can be mixed with new material and spun into yarn." When I commuted, I often saw children picking rags from the dirty dump of a town we passed through. The cry of the ragman is one of the typical calls of the city street. Old rags pass through the hands of successive dealers, who have them sorted and graded by people working under filthy conditions. Here is a typical case: "A two-story dwelling, on the first floor of which are bales of hay, rags, paper, and junk, and two horses. The room is about twenty by twenty feet, filthy and reeking. The peddler, who lives with his wife on the second floor, was sorting the 'stuff.' His face was covered with running sores and appeared very painful." Because of these conditions, the Consumers' League advocates that "municipal rag shops should be established and disinfection of all rags before they are otherwise handled made compulsory."

During the war the demand for clothing was so great that the War Industries Board took charge of the wool clip and fixed the price of both virgin wool and rags. It authorized "fifty per cent shoddy for overcoatings and blankets and thirty-five per cent shoddy for suitings." The use of shoddy was so extensive during the war in both civilian and military clothing that the manufacturers wish to continue it on a large scale. At the present time there is no way for the public to know whether it is buying shoddy or goods made of virgin wool except in the case of worsted goods, which are made only of long-fiber virgin wool.

Three pure cloth bills are now before the Inter-State and Foreign Commerce Committee of the House of Representatives at Washington—the Barkley Bill, the Rainey Bill, and the French Bill. The Barkley Bill prohibits misbranded goods, but does not compel branding at all. Of the three the French Bill is the most comprehensive. It provides that every manufacturer of woolen fabrics purporting to contain wool who offers or intends to offer such fabric for sale, trade, or exchange in inter-State commerce . . . shall stamp or cause to be stamped upon the back of every yard of such woven fabric, in a manner that shall be legible, . . . the contents of the fabric, stating the four following ingredients . . . : virgin wool, shoddy, cotton, and silk, and the relative proportion or percentage of each,

together with the registration number of the person, firm, or corporation making the fabric or cloth.

There are also somewhat similar clauses for the "manufacturer of garments and articles of apparel manufactured from woven fabric purporting to contain wool" and for "every manufacturer of yarn purporting to contain wool."

The argument against shoddy is that garments made from it are not as warm nor do they wear as well as garments made from the same grade of virgin wool, and that it encourages profiteering. The wool growers add their special plea that reduction of the use of wool by the substitution of shoddy also lessens the stimulus to growing sheep, and so lessens the supply of mutton, a desirable meat. The manufacturer retorts that there is already a shortage of wool, that the use of virgin wool entirely would raise prices still higher, and that a shoddy made from high-class rags, such as worsteds, is actually superior to a cloth made from virgin wool of an inferior grade. One might grant all that and still maintain that the total results would be better in the long run if there were a greater stimulus to wool and less to shoddy. The manufacturer is against any law which tells the truth about the amount of shoddy in goods because he fears its effect upon the demand for any shoddy. He does not seem to feel the force of allowing people to be sure to get what they do want. If he has a shoddy that is superior, he ought to be able to convince us, just as the manufacturer of oleomargarine has convinced thousands of the desirability of his product, although it has been labeled strictly in accordance with the Pure Food Law. The man who doesn't want shoddy should have the chance, like the man who dislikes oleomargarine, to be sure that he doesn't get it.

We have seen the Government investigate clothing expenditures of families, formulate standard family budgets, and through minimum-wage laws insure the possibility of a minimum clothing standard. We have seen the public health protected by the law on tenement-made articles. There are before the Federal Legislature proposals for an honest cloth bill. During the war the National Government took clothing manufacturing out of the tenements, regulated the amount of shoddy permitted, and had full control of the distribution of the wool clip. At present, however, the State is the main agent in government activity related to clothing, although it co-operates with the municipal Department of Health. The outstanding fact is that, in spite of considerable usefulness, the Government plays a small part in relation to our clothing compared with its beneficent services to our food, our housing, our education, or any other part of our community needs. True, it enforces the standards of common decency, but the decency of the average individual is such that this part of its work is practically negligible.

THE BOOK TABLE: DEVOTED TO BOOKS AND THEIR MAKERS

SIR OLIVER LODGE¹

BY LYMAN ABBOTT

SIR OLIVER LODGE is both a scientist and a philosopher, both a physicist and a theologian. In "Reason and Belief" he discusses especially the doctrine of the incarnation and the study of the Bible in the light of the doctrine of evolution; in "Man and the Universe" he considers the relation of science and religion, the possible basis for church cooperation if not church unity, and the interrelation of spirit and matter as bearing on the incarnation, the immortality of the soul, and the resurrection of the body, and closes this volume with an eloquent statement of Christian faith as interpreted by modern theological thought; in "The Survival of Man" he gives, in the light of a spiritual faith, his interpretation of the phenomena of telepathy, clairvoyance, and so-called spiritualistic communications. In this article I report and comment upon the last volume only, not because it is the most important but because it is the one of most immediate present interest. To interpret the author's conclusions adequately a few words of introduction are necessary.

There are two theories of life with which some philosophers in academic circles are amusing themselves and their pupils, but which men of affairs have no occasion to take seriously. One is that nothing is real but mind; that matter and material forces are products of the mind—the stuff that dreams are made of. The other is that nothing is real but matter; that thought and feeling are only emanations from matter—simply subtle material forces.

The men of affairs rightly regard with indifference these intellectual games which amuse the philosophers; and the philosophers as well as the men of affairs act in life on the assumption that both mind and matter are realities. All civilization, material and moral, is based on the universal and established faith of the world that the spirit of man can make matter and material forces serve his will and promote his welfare, and that the spirit in one man can communicate with the spirit in other men by the aid of physical symbols, such as the spoken or printed word. The questions which Sir Oliver Lodge and his confrères are investigating are two: Can the spirits of men thus communicate with each other without the use of any physical symbols now recognized by men? And, Can disembodied spirits communicate with spirits in the body either with or without the use of physical symbols?

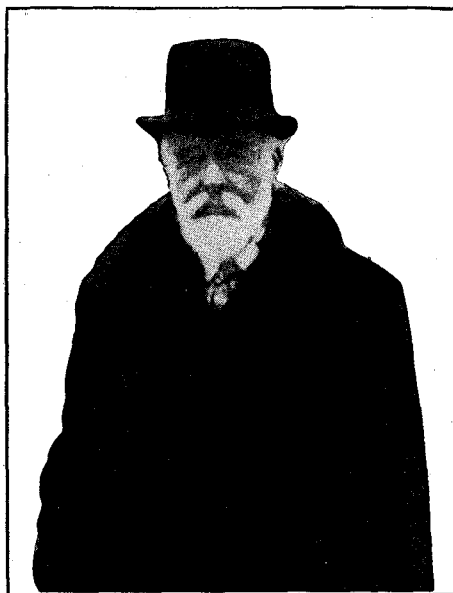
In reading this article the reader must keep in mind these two questions and the fact that, except in the closing paragraph, I am attempting, not to give my own opinions, but to report the opinions of Sir Oliver Lodge. These opinions are not with me final; but they are well worthy the unprejudiced consideration of thoughtful students of current history.

¹Reason and Belief. By Sir Oliver Lodge, LL.D., D.Sc., F.R.S. New Edition. The George H. Doran Company, New York.

Man and the Universe. By Sir Oliver Lodge, LL.D., D.Sc., F.R.S. The George H. Doran Company, New York.

The Survival of Man. By Sir Oliver Lodge, LL.D., D.Sc., F.R.S. New and Enlarged Edition. The George H. Doran Company, New York.

For Sir Oliver Lodge brings to his investigation of these questions not only a scientific experience, but a scientific temper. His pages give no indication of a mind either closed by prejudices or obscured by imaginings and emotions. In the opening pages of his book he recognizes the facts that "it is possible to relegate a good many asserted occurrences to the domain of superstition," and that the conservatism which would bar all investigation of psychical phenomena is "probably a salutary safeguard against that unbalanced and comparatively dangerous condition called 'open-mindedness' which is ready to learn and investigate anything not manifestly self-contradictory and absurd." Moreover, he recognizes the fact that investigation is rendered difficult by frequent



Central News Photo Service

SIR OLIVER LODGE

frauds; that psychical phenomena constitute "a subject of special interest, and therefore perhaps of special danger. . . . At present it is like a mountain shrouded in mist, whose sides offer but little secure foothold—where climbing, though possible, is difficult and dangerous. As a Society¹ we exist to curb venturesome novices and to support trusted and experienced climbers by roping ourselves together so that we may advance safely and in unison." Investigation is the business of the Society; and its purpose is to rescue the alleged psychical phenomena from the region of popular superstition, "raising them onto the dry land of science, or submerging them as impostures in the waters of oblivion;" and he adds, "We do not care one iota which alternative faith is in store for them: we only want the truth." The twofold purpose of such investigation is to ascertain, first, what are really the facts and, secondly, what place in the cosmic scheme those facts have, or, in other words, what is the law which governs them and of which they are a manifestation.

That mind operates on mind without the conscious use of any material instruments

¹The Society for Psychical Research, constituted in London, February 20, 1882.

no one can question. This unconscious effect of the mind is what constitutes the power of personality and is sometimes unscientifically and carelessly called magnetism. It is the secret of the orator, whose power over his audience is something greatly in excess of the mere power of the words which he utters. It is the power of the great leader, the great teacher, and pre-eminently of the mother. This inward life finds expression in the gesture, the tones of the voice, the kindling of the eye, the expression of the face; and these instruments are most effective when they are unconsciously used. Moreover, the recipient as well as the agent is generally unconscious of them. He feels them most when he thinks about them least.

But is this power of one spirit over another spirit ever exercised without material instruments? "Telepathy means the apparently direct action of one mind on another by means unknown to science." Can these means be ascertained? This influence is now habitually exerted in civilized communities by means wholly unknown to primitive man—a fact which Sir Oliver Lodge illustrates in a passage of which I can give only the substance. He says:

I discover a piece of paper with scrawls on it, to me illegible hieroglyphics. I carry it to one person after another, and it excites in them no response. But one man to whom I show it becomes wildly excited; begins to sing; rushes for an arrangement of wood and catgut, and fills the air with vibrations. The piece of paper was a lost manuscript of Beethoven! Beethoven has been dead for years; his fossilized thought has lain dormant in matter; but it only wanted a sympathetic and educated mind to perceive it, to revive it, and to make it the property of the world. Nor is it only an idea which is thus conveyed. There may be a world of emotion, too, thus stored up in matter, ready to be released.

A painting, a book, an old letter, a familiar song, the home of our childhood, "The Old Oaken Bucket," a thousand material emblems, have this power to convey the thoughts and the emotions of the long past to the living present. So, by instruments a generation ago unknown to science, but now comprehended and consciously used by it, spiritual life is communicated from one part of the globe to another. Is it not possible that "just as a signaling key in London causes a telegraphic instrument to respond instantaneously in Teheran—which is an every-day occurrence—so the danger or death of a distant child, or brother, or husband, may be signaled, without wire or telegraphic clerk, to the heart of a human being fitted to be the recipient of such a message?"

This is one of the questions which Sir Oliver Lodge has been investigating. From his description of a variety of experiments I take one, simply for the purpose of illustrating the scientific method employed. Two persons, an Agent and a Recipient, are employed. The Agent concentrates his mind upon some subject. The Recipient either describes in words or writes down the object as he perceives it in the Agent's mind. In the following described experiment the Agent and Recipient were sisters.

On the third evening I began with a pack of cards, running through them quickly, with two reporters, one recording the card held up, the other recording the guess made, without know-

ing whether it was right or wrong. I held up the cards one after the other and gave no indication whether the guesses were right or wrong. The suit was not attempted, so that the chances of error were, I suppose, 12 to 1. On comparing the two lists afterwards, out of 16 guesses only 6 were wrong.

This experiment would be more conclusive were it not that part of the time the sisters were allowed to touch each other's hands, and thus muscular communication was possible between them, and "the guesses changed from frequently correct to quite wild directly the knuckles or finger-tips, or any part of the two hands, ceased to touch." Sir Oliver Lodge concedes that this fact suggests the idea of a code; but he is personally convinced "of the transparent honesty of purpose of all concerned," and says that "to the best of my scientific belief no collusion or trickery was possible under the varied circumstances of the experiments."

The skeptical reader, however, will hardly be convinced of thought transference unless the circumstances preclude the possibility of any physical communication between the Agent and the Recipient. In two typical illustrations such communication does seem to have been impossible. In one series of sittings reported objects seen or pictures drawn by the Agent were at the time reproduced by the Recipient. Sir Oliver Lodge gives a detailed account of several sittings of this kind which he personally conducted, with copies of the reproductions obtained from the Recipient. They resemble the original, but as though the original had been imperfectly seen, as through a mist. The other illustration is furnished by accounts reported to him of a transfer of mental impressions by two lady members of the Society living in different parts of England, part of the time four hundred miles apart. "In these cases Miss Miles noted at the time of each experiment, in a book kept for the purpose, the idea or image which she wished to convey, while Miss Ramsden wrote down each day the impressions that had come into her mind, and sent the record to Miss Miles before knowing what she had attempted on her side." These experiments covered a period of fifteen days; the original records were submitted to the editor of the "Proceedings" of the Society; and we have as the basis for our opinion, not the personal knowledge of Sir Oliver Lodge, but the judgment of the editor. His judgment was given in the following terms:

After studying all the records, it appears to us that while some of the coincidences of thought between the two experimenters are probably accidental, the total amount of correspondence is more than can be thus accounted for and points distinctly to the action of telepathy between them.

Some very striking illustrations of "spontaneous cases of thought transferences" where neither the Agent nor the Recipient were consciously taking any part in the communication between them are also given by Sir Oliver Lodge. At least one of these incidents is said to be "duly authenticated in accordance with the rules of the S. P. R., by concurrent testimony;" but they will be read with a good deal of skepticism except by those already convinced. If they are accepted, it is difficult to account for them on any other hypoth-

esis than that of telepathy. And Sir Oliver Lodge conveys in the following terms his own conclusion:

That a thought or image or impression or emotion in the mind of one person can arouse a similar impression in the mind of another person sufficiently sympathetic and sufficiently at leisure to attend and record the impression, is now proved. But the mechanism whereby it is done, or even if there is anything that can be likened to physical mechanism at all, is still unknown.

More interesting and important than the question of thought transference is the question whether the thought of a disembodied spirit can be communicated to man either with or without physical media.

That an impression can be produced by a disembodied spirit on the spirit of man cannot be doubted by any one who believes in prayer. For prayer is not merely talking to God, it is talking with God. In prayer, if we do not converse with God, that is, do not interchange definite ideas, we at least communicate with him, that is, we receive from him spiritual impressions. That such spiritual impressions are conveyed from an invisible personality, that communion with him brings to the communer comfort, courage, strength, illumination, is the faith of all world religions. To assume that such communication is impossible is to deny the reality of a spiritual experience confined to no church, no race, no epoch. Nor, to one who has experienced this reception of spiritual impressions from the invisible world, will the opinion seem impossible or even improbable that they may come from friends who are, indeed, invisible, but are not dead or even departed. What we are asked to believe, however, is that these, our former friends, not only communicate spiritual impressions and impulses, but also clearly defined ideas clothed in explicit language.

If telepathy is accepted—that is, "the apparently direct action of one mind on another by means unknown to science"—then, says Sir Oliver Lodge, "it is just possible that these other intelligences, if they in any sense exist, may be able to communicate with us by the same sort of process as that by which we are now learning to be able to communicate with each other." That it is extremely difficult to prove that this possibility is an actuality, and that such communications do actually take place, he frankly and fully recognizes. Mere sentimental messages conveying personal traits of the deceased cannot be allowed much scientific weight. The handwriting of a deceased person reproduced accurately by an automatist who has never seen that handwriting seems an exceptionally good test; but the negative proof of ignorance on the part of the automatist is difficult. Facts known to the deceased and reported by the automatist may be accounted for by telepathy, since, assuming the truth of telepathy, these facts may be communicated by some living person. Nevertheless Sir Oliver Lodge has reached the conclusion that "intelligent co-operation between others than embodied human minds and our own . . . has become possible;" that "there has been distinct co-operation between those on the material and those on the immaterial side; and we are at liberty, not, indeed, to announce any definite conclusions, but to adopt as a working hypoth-

esis the ancient doctrine of a possible intercourse of intelligence between the material and some other, perhaps ethereal, order of existence."

But the only evidence he gives to his readers in justification for this conclusion is a series of reports of spiritualistic "sittings," most, if not all, of which are taken from the "Proceedings of the Society for Psychical Research." I do not think the reading of these "Proceedings" will induce Sir Oliver Lodge's convictions except in minds which are already dominated by a "will to believe." My own tentative conclusions on this subject, to which I have given some thought for at least fifty years, but which I have never undertaken and do not now undertake to investigate with any approximation to thoroughness, may be briefly stated in a few sentences.

It is permissible to hope that the scientific investigation of psychical phenomena may eventually discover the laws which govern the communication of impulses and impressions by one personality to another personality, and so fulfill one of the hopes to which Sir Oliver Lodge gives expression, the more intelligent and scientific treatment of defective, abnormal, diseased, and criminal natures in our asylums and our prisons; but no such result has yet been reached.

The general student should leave the investigation of psychic phenomena to specially fitted experts; should be wary of accepting reported phenomena unless they are verified by unquestionable evidence; or explanations of such phenomena unless they are adopted by a concurrence of scientific investigators of different temperaments.

The communication of impressions and impulses by one mind to another mind by means which science has never explained is one of the most common facts of life; but that ideas are thus communicated in such a definite form that they can be expressed by the recipient in words or pictorial images is as yet an unproved hypothesis. The most that can be said is that it is a not impossible opinion.

That spiritual illumination and spiritual impulses are communicated from the invisible world to man, that in this sense "spirit with spirit can meet," is established by the world-wide experience of prayer, for all who believe in prayer. That these spiritual experiences sometimes take on a very definite form and are verified by definite results, the history of the religious life of man abundantly confirms. But that messages are conveyed from the unseen world by physical symbols, such as rappings, table tippings, mediumistic communications, and spirit photography is not proved, is not a probable opinion, and, I may add, judging from any benefit which has yet been conferred on the world by spiritism, is not a result to be desired. The hypothetical communications received in such spiritualistic sittings as Sir Oliver Lodge reports in this volume, or as have been reported in the "Proceedings of the Society for Psychical Research," so far as I have examined them, have added nothing of value to the sum of human knowledge and nothing to inspire us to live nobler, purer, divine lives here or to clarify, illuminate, or ennoble our conceptions of the life hereafter.

THIS WEEK'S OUTLOOK

A WEEKLY OUTLINE STUDY OF CURRENT HISTORY¹

BY J. MADISON GATHANY

SCARBOROUGH SCHOOL, SCARBOROUGH-ON-HUDSON, N. Y.

Reaction in Germany

THE OUTLOOK, in its editorial on the revolution in Germany to be found on another page, speaks of this revolution as a reactionary one. What is meant by such a revolution?

Give a brief account of the German Republic and state what the main points in the German Constitution are. Do you think the German Republic has been of any service since its establishment?

Discuss whether the terms of the Treaty of Versailles and the failure of Washington to ratify that Treaty have been responsible in any way for the conditions that now exist in Germany.

There are those who believe that the present revolution in Germany is very likely to lead to another Allied war against Germany. If it proves to be necessary to have another war with Germany, would it be proper and safe for America to keep out of it? Tell what you think some of the consequences of such a war would be.

Is there any proof that the bulk of the German people are desirous of establishing and sustaining democratic government?

What do you understand Chancellor Kapp to mean when he says that those responsible for the revolution in Germany intend "to fulfill those conditions of the Peace Treaty which are reasonable and not self-destructive"? Is this announcement a challenge to the Peace Treaty?

Define the following terms: *Industrial freedom, Pan-Germany, Ludendorff, alliance, alarmist, immune.*

In answering some of the questions in this study you will find thought-provoking material in "The Economic Consequences of the Peace," by John M. Keynes (Harcourt, Brace & Howe, New York). You will do well to read "German Social Democracy During the War," by Edwyn Bevan (E. P. Dutton).

In addition to this editorial read the paragraph on the German revolution found on page 497.

The New Secretary of Agriculture

What, in brief, is the history of the Department of Agriculture? What is the difference between a Federal bureau and a Federal department?

What are the several bureaus of the Department of Agriculture and what is the function of each?

Do the farmers in your vicinity appreciate the possible services of this Department to them? Ask a few of them what they think of it and give you their reasons.

In what respects is the Department of Agriculture of service to every man, woman, and child in America?

Secretary Meredith is fighting for the life of the bureaus of research of this Department. Can you point out the value of this scientific research and construct an argument backing up Secretary Meredith's appeal for the support of his Department?

How many points can you mention in

¹ These questions and comments are designed not only for the use of current events classes and clubs, debating societies, teachers of history and English, and the like, but also for discussion in the home and for suggestion to any reader who desires to study current affairs as well as to read about them.
—THE EDITORS.

supporting The Outlook's belief that agriculture is the very foundation of American prosperity?

An Adventure in Art

What is the value of possessing an appreciation of art and beauty? Suggest methods for developing such an appreciation applicable to poetry, music, and painting.

What is your definition of culture? Is an appreciation of artistic endeavor necessary for the cultivated man or woman? Does the uncultivated man or woman enjoy life as much as the cultivated? Can one possess a cultivated mind who has little or no "book learning"?

Who was Monet and what is the distinctive character of his manner? Name five American artists and describe the peculiarity of their methods. What are their favorite subjects?

Define the use in painting of the words *vibrant, luminous, mass, perspective, background*, and the phrase "relationship of colors." What is a *Roman compluvium*?

Prince Faisal, Son of the King of the Hedjaz

What is the present status of the Hedjaz? Tell all you can about this country and its people.

The Outlook speaks of France freeing the Lebanon. When was this? What do you know about the action of France in assuring autonomy for the people of the Lebanon?

How much do you know about the work of the American College at Beirut, Syria? Would it be well for Americans to discontinue their educational work there?

How significant a part has Syria played in the progress of civilization?

Should Syria and Mesopotamia be recognized as an independent nation? What right had Great Britain to recognize the claims of France as a mandatory for Syria? What right had France to recognize British claims in Mesopotamia?

What are some of the differences between the Arabs and the Turks? Is either civilized?

Do you understand why the Arabs and the French are now clashing in Syria? What part did the Arabs take in the World War? Have they been properly rewarded for what they did?

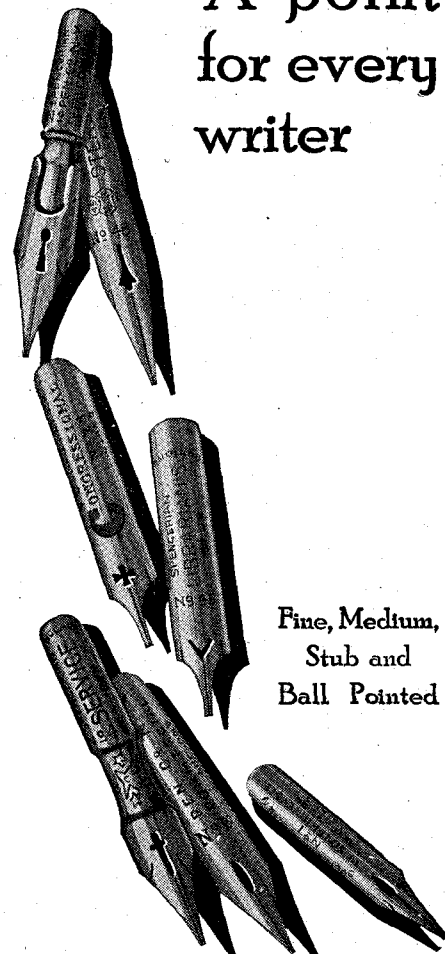
There are those who believe that the influence of the white man on the peoples of both the Near and the Far East has been almost wholly harmful. What is your opinion of this and what proof have you for what you say?

Suggest what seems to you to be a wise policy for European countries to follow toward the Eastern countries. Would it be well for both if the European nations should leave the peoples of the East to work out their own economic and political salvation?

What is the meaning of the following words: *Mohammedan, mandate, race, sect.*

One of the most scholarly and illuminating books ever written on the East is that entitled "The Awakening of Asia," by H. M. Hyndman (Boni & Liveright).

A point
for every
writer



Fine, Medium,
Stub and
Ball Pointed

SPENCERIAN

PERSONAL

Steel Pens

It's the special Spencerian steel and the finely worked, hand-made points that make Spencerian Pens last so long and write so smoothly. *Send 10c for 10 samples, different patterns.* Then pick a style that fits your hand. Use that style always. We will also include that fascinating book, "What Your Handwriting Reveals".

SPENCERIAN PEN CO.
349 Broadway New York City

SPEAKERS: We assist in preparing material for special articles, papers, speeches, debates. Expert, scholarly service. **AUTHORS RESEARCH BUREAU**, Suite 44, 500 Fifth Avenue, New York.

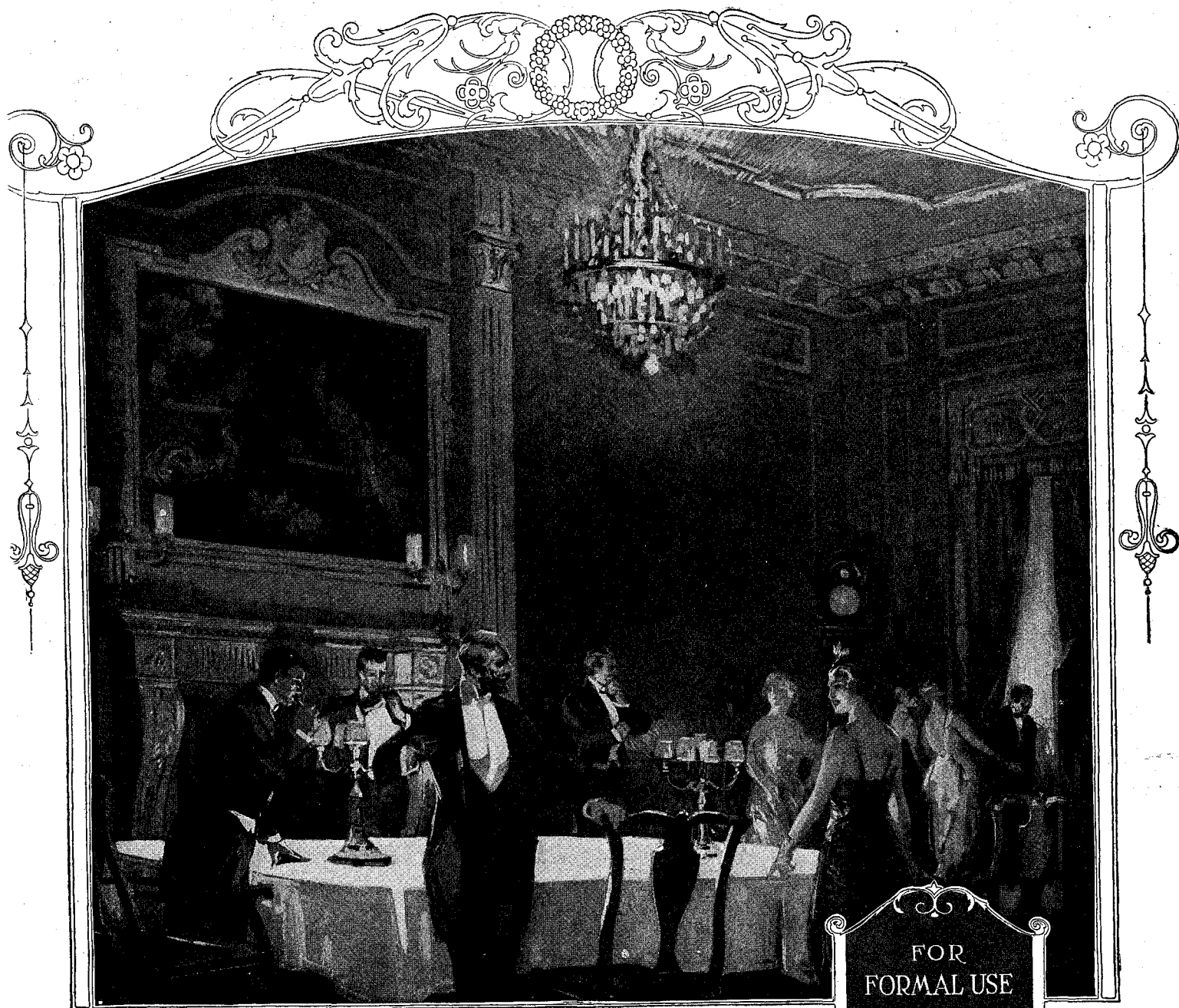
Tycos THERMOMETERS

Is baby's bath temperature right?

At your dealer's

Taylor Instrument Companies
ROCHESTER, N.Y.

There's a Tycos or Taylor Thermometer for Every Purpose



FOR
FORMAL USE

*There is no
substitute for
True Irish
Linen*

*T*HERE is a smooth lustre — a delicate sense of luxurious refinement about True Irish Linen that cannot be duplicated.

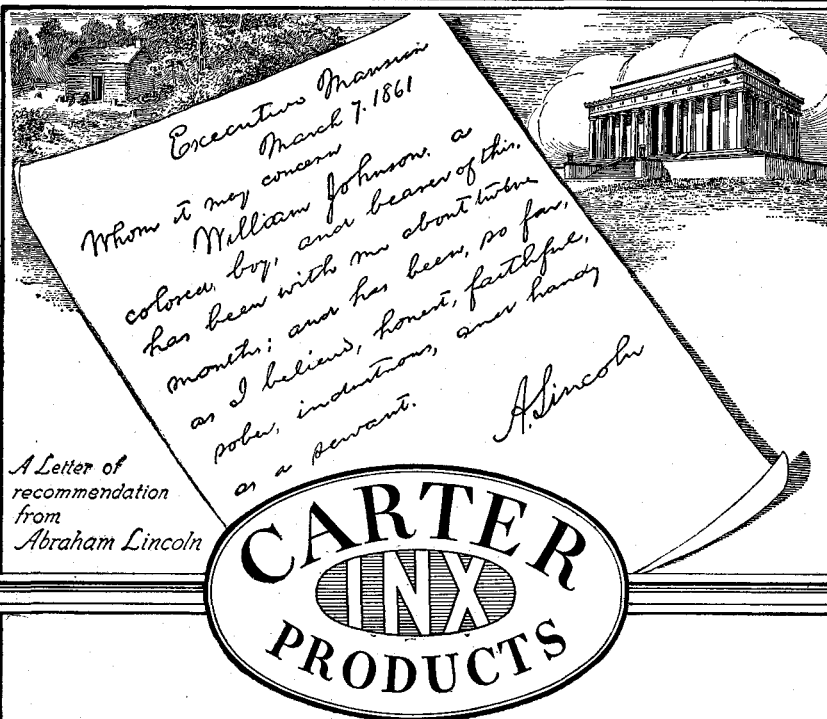
Guests are quick to realize the subtle charm of beautiful table linen.

And with haberdashery, too, women in particular, notice the difference between the real linen fabric and other materials.

The scarcity of true Irish Linen only enhances its value in the minds of those who know and appreciate perfection in taste and quality.

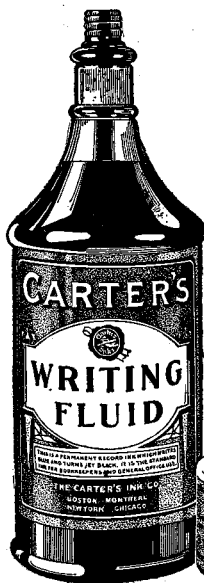
THE IRISH LINEN SOCIETY, BELFAST, IRELAND

HISTORICAL MANUSCRIPTS—No. 1



WE, too, might say to "Whom it may concern," that for more than thirty years Carter's Writing Fluid has been known, and so far, if we may judge from what many friends tell us, it has been "honest, faithful, sober, industrious and handy as a servant."

The same rugged principle of honesty, the same desire to serve faithfully, which so well founded this business, has preserved for the Carter Products during all these years the leadership so early established.



THE CARTER'S INK COMPANY
Manufacturing Chemists

New York Boston Chicago Montreal

CARTER INK PRODUCTS

Writing Fluid, Fountain Pen Inks, Red Ink (Carmine), Realblack Ink, Ink Eraser, Cico Paste, Photolibrary Paste, Cement, Glue Pencils, Great Stickist Mucilage, Copying Inks, Drawing Inks, Indelible Inks, Stamping Inks, Velvet Showcard Colors, White and Gold Inks, Violet, Green and Blue Inks, Typewriter Ribbons, Numbering Machine Inks, Carbon Papers



Your signature represents you
Do it in CARTER'S

HORATIO NELSON AND
NAVAL REWARDS

In the editorial headed "The Daniels-Sims Controversy," in your issue of February 18, 1920, you convey what is to me a wrong impression by what appears to be an incorrect reading of history. You quote from the Knight Board, beginning, "The Board is unable to accept the view that mere contact with the enemy," etc., and follow with the sentence, "To such a sentiment we, too, think we can hear the ghostly echoes of Nelson's applause."

I assume you refer to Horatio Nelson, Admiral of the British Navy. Southey, in his Life of Nelson, says, with reference to the Battle of the Nile, "Trowbridge in the Culloden, the foremost of the remaining ships, came on sounding as the others had done . . . and suddenly was fast aground." The Culloden never even made contact with the enemy. Reference is made to the fact, "Had Nelson not been wounded, not one of the ships [of the enemy] could have escaped; the four certainly could not if the Culloden had got into action."

The Culloden, then, stuck in the mud, not only did not get into action, but by her absence she failed to prevent a complete annihilation of the enemy.

Nevertheless, later, when gold medals were struck for the captains, Nelson was exceedingly anxious that the captain of the Culloden should not be passed over because of his misfortune. He wrote Trowbridge: "Let us rejoice that the ship that got on shore was commanded by an officer whose character is so thoroughly established." To the Admiralty he stated that "Captain Trowbridge was as fully entitled to praise as any officer in the squadron and as highly deserving of reward."

The gold medal, therefore, was given to Captain Trowbridge.

When Nelson noticed that the first lieutenant of the Culloden was not named among other first lieutenants for promotion, he wrote the commander-in-chief: "I sincerely hope it is not intended to exclude the first lieutenant of the Culloden. . . . For heaven's sake, for my sake, if it be so, get it altered. Our dear friend Trowbridge has endured enough. His sufferings were in every respect extreme."

He wrote also, "I hope and believe the word engaged is not intended to exclude the Culloden."

Are you not in error, therefore, in suggesting that Nelson would not applaud giving rewards to men who through no fault of their own did not succeed?

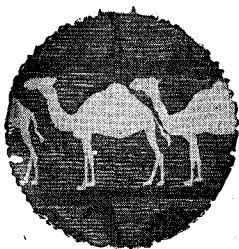
(Rev.) WALTER HOWARD MOORE.

Chicago, Illinois.

[There is certainly some justification for the criticism in this letter from a reader, but it is a justification which, it seems to us, cuts both ways.

In our citation of the ghostly applause of Nelson for the statement of the Knight Board we were thinking of Nelson, the heroic battle commander. We are not sure but that the Nelson of the incident which our correspondent cites is the Nelson who was both a politician and a schemer. Captain Trowbridge was indeed an able officer, but he was also a lifelong personal friend of Nelson. Nelson's motives in this instance may at least have been mixed.

That Nelson was not above personal favoritism is shown by the fact that he had his nephew, Josiah Nesbit, appointed to the command of a frigate at an improperly early age.—THE EDITORS.]



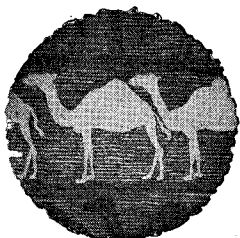
As sure as you
are a foot high

you will like this
Camel Turkish and
Domestic blend!



Camels are sold everywhere in
scientifically sealed packages of
20 cigarettes for 20 cents; or ten
packages (200 cigarettes) in a
glassine-paper-covered carton.
We strongly recommend this
carton for the home or office sup-
ply or when you travel.

R. J. Reynolds Tobacco Co.
Winston-Salem, N. C.



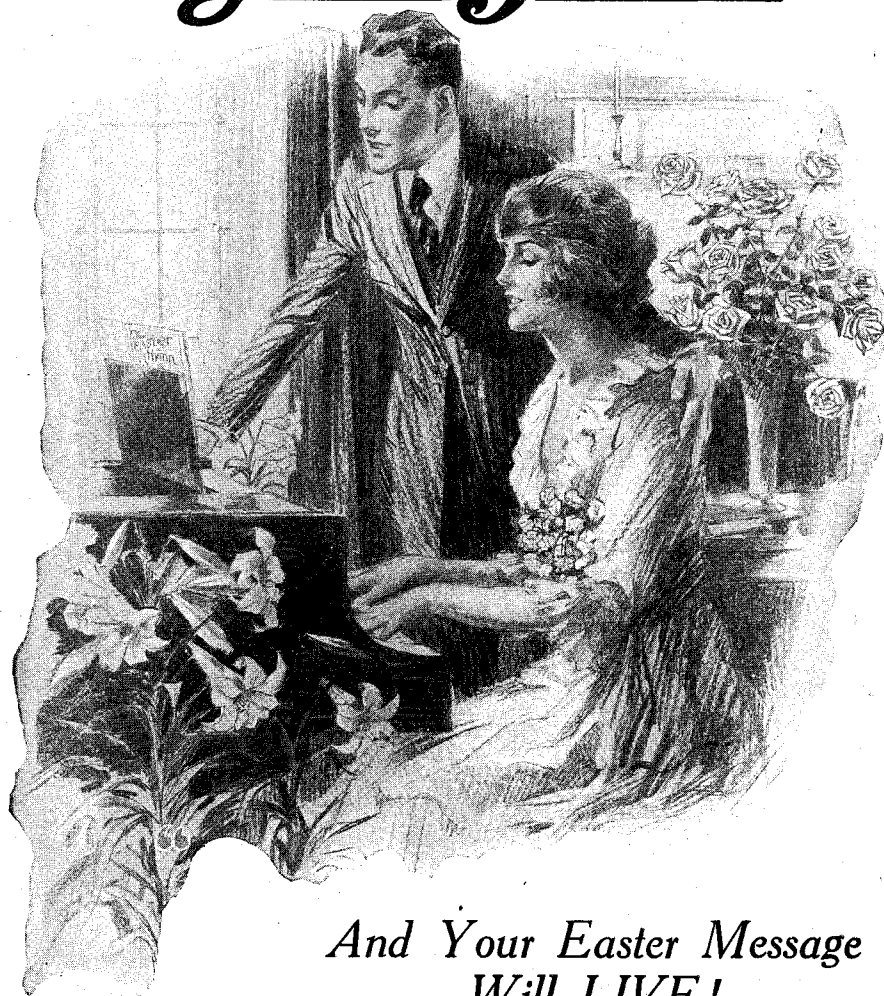
YOU will prefer Camels smooth, de-
lightful blend of choice Turkish and
choice Domestic tobaccos *to either kind
smoked straight!* It gives you an en-
tirely new idea of cigarette enjoyment.

Camels never tire your taste no matter
how liberally you smoke. They are al-
ways appetizing—and satisfying, because
they have a desirable, mellow body.

Camels leave no unpleasant cigaretty
aftertaste nor unpleasant cigaretty odor.
In fact, every angle you get on Camels is
so different from any other cigarette that
you will be won as you were never won
before!

That's why we say frankly—*compare
Camels with any cigarette in the world
at any price!* We know the answer.

"Say it with Flowers"



*And Your Easter Message
Will LIVE!*

*Whose Birthday
comes in*

1920	APRIL	1920
SUN	MON	TUE
4	5	6
11	12	13
18	19	20
25	26	27
2	3	4
9	10	11
16	17	18
23	24	25
30	1	2

EASTER and flowers—how inseparable! Lilies of immaculate loveliness—roses in the glory of their beauty—flowering plants that perpetuate their joyous message—all are most appropriate tokens for Easter-tide.

Let flowers convey your Easter greetings. Nothing more sweetly significant—more subtly welcome—more universally convenient than flowers.

The florists displaying the "Say it with Flowers" emblem are members of the Society of American Florists, and can serve you best in your purchase of flowers.



Your local "Say it with Flowers" florist, within a few hours' time, can deliver flowers to any part of the United States and Canada through the Florists' Telegraph Delivery Association.

W'EN YE DOAN' KNOW WHAT TO DO

(A SPIRITUAL)

BY LUCY RIDER MEYER

Come times w'en de hea't am sick an' soah
An' ye doan' know what to do,
An' ye jes' doan' wan' to live no moah
An' ye doan' know what to do;
Den ye jes' haf to pray!
Ain't no oder way
To git outen dis wilderness but
Pray, pray, pray!
W'en de hea't's all broke
An' de t'roat's all choke
An' ye doan' know what to do,
Den ye jes' haf to pray—
Ain't no oder way—
An' de Lord, he'll carry you
t'rough!

Come times w'en de clouds am da'k all 'roun'
An' ye doan' know what to do,
An' ye feet cain't fin' no solid groun'
An' ye doan' know what to do;
Den ye jes' haf to trus'—
Come times w'en ye mus'—
To git outen dis trouble you mus'
Trus', trus', trus'!
W'en ye're stum'lin' on
Wid de light all gone,
An' ye doan' know what to do,
Den ye jes' haf to trus'—
Come times w'en ye mus'—
An' de Lord, he'll carry you
t'rough!

Come times w'en de Foe am a-pressin' close
An' ye doan' know what to do,
For ye feel dat de battle's almos' los'
An' ye doan' know what to do;
Den ye jes' haf to fight—
Jes' pitch in an' fight—
To drive back ole Satan ye mus'
Fight, fight, fight!
W'en he done git close
An' ye're almos' los',
An' ye doan' know what to do,
Den ye jes' haf to fight—
Jes' pitch in an' fight—
An' de Lord, he'll carry you
t'rough!

A YOUNG SOLDIER'S INTER- VIEW WITH GENERAL BUTLER

The late Colonel Thomas L. Livermore's just-published journal of "Days and Events in the Civil War—1860-6" (Houghton Mifflin Company) contains many apt and sometimes amusing characterizations of famous men of that time. Here is his account of an interview with General Benjamin F. Butler near City Point in 1864. Colonel Livermore was only twenty years old at the time, but was already a veteran of pith and experience, having taken an active part in several campaigns:

"General Butler was very much chagrined at the failure of General Gillmore to take Petersburg. He asked me what kind of works there were in front of the city. I told him they were very strong and high. He disputed me flatly, and said one could leap his horse over them anywhere, which I thought was cool, inasmuch as at considerable risk I had viewed these works the day before. He asked me what forces occupied them. I told him that there were not many infantry seen, but that two regiments moved in while we were there. Said he: 'It ain't so!' I ventured to remark that it was so reported to us by Colonel

Ames, who was a captain in the Regular Army and a reliable officer, and who saw the colors of the regiments. Said he: 'The trouble with you West Point officers is that you never were in the militia. Now I was in the militia; I rose from a private to a major-general; it isn't everybody knows it, but I did. The company I was in had sixty-four members, and thirty-two were the band, and we had colors. Every militia company has colors, and therefore these colors which were seen were the colors of Petersburg militia companies.' General Butler used these words or their equivalents, and with a grave face I felt in duty bound not to smile at this logic, although I was provoked to do so, not only by the matter but by the manner and the face of the General, who puffed out his cheeks at intervals, put on a portentous grin which one might suspect to be a sign of mirth until it dissolved into sobriety; and looked both ways until I was at a loss to know when he was looking at me. However, he was not, nor had he any reason to be, indignant with General Hincks nor me, nor otherwise than good-natured."

We may add this brief mention of General Howard:

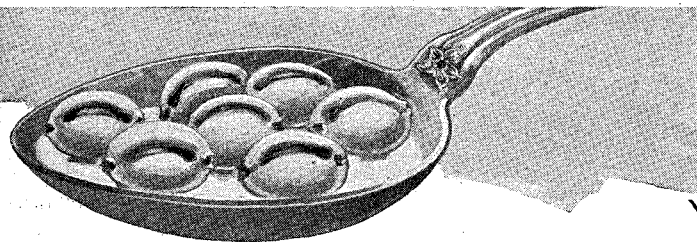
"I rode about the city with Major Marston, the paymaster, some of the time. While with him we met General Howard, who commanded the second division, and he cried out pleasantly to the Major: 'Why, what are you doing over here? You must not stay; we are going to have a battle here very soon.'"

This note concerns the disastrous battle of Chancellorsville:

"It was a trying time. No one could fail to see that our north front was broken, and it was uncertain how short a time would elapse before the victorious enemy might be upon our backs, and the flying Dutchmen, for they proved to be the Eleventh Corps, actually endangered our formation; but we made our men lie flat on the ground facing south, and then each officer with drawn sword paced in rear of his company and captured or drove back every Dutchman. Our men behaved admirably. Neither the dangers nor the panic affected them, but they lay calmly in their places. Some idea of the numbers who endangered us may be found when I say that about sixty Dutchmen were captured by my regiment. One General came rushing over to Colonel Cross, who was lying down. The Colonel arose and with infuriated looks and drawn saber rushed upon him. He fled to the shelter of a ditch, crying, 'Sare, you do nod know who I am! I am a Prigadier Ginerall!' To which the Colonel replied, 'You are not; you're a damned coward!'"

We close with this somewhat humorous incident in connection with a court martial:

"I sat as a member of a court martial in the Friend house for a number of days consecutively, and the continuity or gravity of our trials was never interrupted, although the house we were in was the target which they fired at sometimes. We sentenced one or more to death in these sessions. There was a court convening in a division of the Tenth Corps, which was, I think, to try an officer for cowardice. The court sat in a tent near Fort Steadman, and they were deliberating when a shell passed through the tent. Every one in the tent but the accused fled, and he waited there until the court returned. They did not find him guilty of cowardice, and were laughed at throughout the corps."



Like Nut Bubbles

Yet It's Whole Wheat Puffed

There lies the fascination of Puffed Wheat.

The grains are light and airy—puffed to eight times normal size. They almost melt away.

An hour of fearful heat has given them a taste like toasted nuts.

Yet they are whole wheat. Every food cell is exploded so digestion is easy and complete.

They supply whole-wheat nutrition as no other food can do. In lesser ways of cooking, the outer wheat coats pass largely undigested.

Dozens of Delights

The three Puffed Grains with their different flavors offer dozens of delights.

They are not for breakfast only. Every home finds countless uses for these nut-like, flimsy grains.

Remember These Three

Puffed Wheat in milk is the utmost in a food. With every food cell broken it is easy to digest.

For luncheons, suppers and at bedtime there is nothing to compare with this dish.

Puffed Rice or Corn Puffs mixed with fruit adds a delicious blend. It adds what a light and dainty crust adds to shortcake or to pie.

Puffed Rice or Corn Puffs, crisped and lightly buttered, become a food confection.

Have a dish ready when the children come from school. They will eat them like peanuts or popcorn. And they take the place of foods less healthful, less easy to digest.

Millions of children are now enjoying Puffed Grains, but not half of them get enough.

Every home should keep all three Puffed Grains on hand.

**Puffed
Wheat**

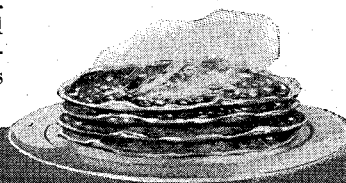
**Puffed
Rice**

**Corn
Puffs**

Also Puffed Rice Pancake Flour

To Make Royal Pancakes

Our food experts have worked for years to make an ideal pancake mixture. Now it is ready—
a nut-like taste. You can make the finest pancakes ever tasted with Puffed Rice Pancake Flour. Add just milk or water, for the flour is self-raising. Order a package now.



FINANCIAL DEPARTMENT

The Financial Department is prepared to furnish information regarding standard investment securities, but cannot undertake to *advise* the purchase of any specific security. It will give to inquirers facts of record or information resulting from expert investigation, and a nominal charge of one dollar per inquiry will be made for this special service. All letters of inquiry should be addressed to THE OUTLOOK FINANCIAL DEPARTMENT, 381 Fourth Avenue, New York.

FOREIGN SALES AND EXCHANGE

FOR the year 1919 exports from the United States amounted to \$7,922,000,000, imports to \$3,905,000,000. In other words, our foreign sales exceeded purchases by \$4,017,000,000. To Europe alone we sold over five billion dollars' worth of goods, and from Europe we bought goods valued at less than eight hundred million dollars; in Asia and South America our purchases exceeded our sales. The result is that the enormous trade balance in our favor is practically all a credit against the countries of Europe. How can Europe, with foreign exchange as it is, afford to keep on buying our goods?

Foreign business resembles in a way the old system of barter. An American sells goods to an Englishman and gets credit for

them at an English bank; an Englishman sells goods here and gets credit for them at an American bank. Goods we sell to England are paid for in dollars in this country, and goods England sells to us are paid for in pounds in England. With the volume of trade equal, the demand for dollar credits balances the demand for pound credits, and the dollar and the pound remain at their normal values. But at present the volume of trade is very unequal; we are selling more to Europe than she is to us, and, as we must be paid in dollars, there is a brisk demand for dollars on the part of European buyers. The result is that the cost of dollars has gone up; that is, the cost of dollars as measured in terms of European currency. Or you can say that

How a Justly Earned Reputation Grows

THE best guide in investing your funds is the reputation and record of the investment House with which you deal.

Since this House was founded in 1882, every security sold by us has been paid off, both principal and interest, without loss or delay. As a result of this record, the reputation of S. W. Straus & Co. as dealers in safe investments only has grown steadily. Today we have well-satisfied clients in every state in the Union and many foreign lands, and the first mortgage bonds safeguarded under the *Straus Plan* are recognized as the nation's standard safe 6% investment.

This record is not due to chance. It is the result of a definite policy of specializing in a type of securities fundamentally sound, of surrounding them with scientific safeguards, and of thorough protection of our clients' interests.

You as an investor may profit from these facts by investigating the *Straus Plan* and the first mortgage serial bonds we offer, secured by the highest class of properties in the larger cities of the country. Net yield, 6%, with 4% Federal Income Tax paid. Denominations, \$1,000 and \$500. Write today for

Circular No. D-1005

S.W. STRAUS & CO.

Established 1882

Incorporated

NEW YORK
150 Broadway

CHICAGO
Straus Building

DETROIT
Penobscot Bldg.

MINNEAPOLIS
Metropolitan Bank Bldg.

BOSTON
Shawmut Bank Bldg.

SAN FRANCISCO
Crocker Bldg.

PHILADELPHIA
Stock Exchange Bldg.

BUFFALO
Dun Bldg.

INDIANAPOLIS
Merchants Bank Bldg.

PITTSBURGH
Keystone Bldg.

CLEVELAND
National City Bldg.

MILWAUKEE
First National Bank Bldg.

LOS ANGELES
Merchants Nat'l Bank Bldg.

WASHINGTON
Nat'l Metropolitan Bank Bldg.

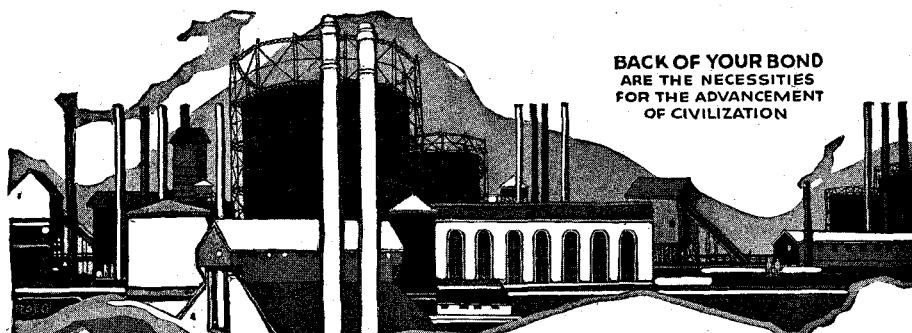
Thirty-eight Years Without Loss to Any Investor

in terms of dollars European currency has gone down; and it is usually stated this way. Here we have the greatest reason for the decline in foreign exchange, though, on account of inflation, foreign currencies, like dollars, are worth less than they used to be.

"The important phase of this matter in so far as we are concerned is that dollars are becoming so expensive that the peoples of Europe cannot afford to buy them, and are therefore ceasing to purchase here. This is a serious matter. Suppose, for instance, that our farm products, of which we have a surplus, and which are produced at high costs, cannot be sold abroad; they will be thrown back on our markets in large quantities, prices will tumble, and the farmers, on whom we all depend largely, will suffer serious losses. Farmers furnish a considerable proportion of the buying power of the Nation, and to have their buying power curtailed would seriously affect industry. The same thing holds good in greater or less degree of other classes of our population. For prices to go down gradually, allowing industry time to adapt itself to the change, is one thing, but a sudden decline is another, and might have disastrous consequences.

The point is that we want Europe and the rest of the world to buy from us. We need their business. If they can't pay cash, we must give them credit. And they are in desperate need of what we have to offer, particularly our food. It is hard for us as a people to understand that something taking place ten or fifteen thousand miles away can ever affect us. But it can. England has always known and appreciated this fact in her own affairs and is applying this knowledge to present conditions. Her merchant marine is rapidly regaining its former prestige as well as the major part of the world's shipping business. Regardless of low quotations for the pound sterling, England is buying raw materials abroad, English ships are carrying them to the great industrial centers at home, there to be converted into manufactured articles for sale abroad. Her ships are carrying coal to the other nations of Europe and taking the products of her factories to these people who want them so badly. She is giving them credit, accepting the risk of their being able to pay up later on. The result is that England, with the big, broad view of things, is quietly but rapidly gathering unto herself the trade of the world. When the time comes when it seems to us safe to resume trade with these suffering nations, what is going to happen? Our merchants will find that John Bull has been there ahead of them and has the business safely tucked away. Whose fault will it be? Certainly we shall not be able to blame England.

What we want to do is to correct the foreign exchange situation. This can be done by buying abroad or extending credit. We are buying back American securities in large quantities from foreign owners, and the large foreign offerings of American securities have at various times recently been held responsible for declining prices. A foreigner sending his American securities here to be sold gets dollars for them; even if the price he sells at is low, these dollars when exchanged for the currency of his own country are apt to culminate a very profitable transaction. We are buying cargo space on foreign boats, especially British. We are also purchasing a certain amount of goods abroad, but the total of



BACK OF YOUR BOND
ARE THE NECESSITIES
FOR THE ADVANCEMENT
OF CIVILIZATION

IN THE CITY'S KITCHENS

THE old Dutch oven and open hearth of the Colonial kitchen are now only memories of a past generation. With modern progress, wood and then coal have been replaced by a more convenient medium of cooking. Gas is the kitchen fuel of today.

The transformation of country towns with a few hundred people to crowded cities has brought new problems to their inhabitants. The lack of space for the storage of fuel, the cost of labor, transportation, and other factors all have contributed towards making gas not merely a convenience but a necessity as well. Its safety, economy, and adaptability both to domestic uses and hundreds of industrial purposes have contributed largely to the development of our urban communities.

The bonds of the public utility companies producing gas represent an investment in a necessity of modern life. A typical *Halsey, Stuart & Co.* offering of this character is the 7% Gold Bonds of the Laclede Gas Light Company of St. Louis, Missouri. This organization, founded in 1857, supplies all the gas to its city, the fourth largest in the United States.

Our circular O. M. 1 containing an analysis of the financial condition of this and other similar companies, and the attractive features of their bonds from the point of view of an investor, will be sent upon request.

HALSEY, STUART & CO.

INCORPORATED SUCCESSORS TO
N. W. HALSEY & CO., CHICAGO

CHICAGO	NEW YORK	PHILADELPHIA	BOSTON
209 S. LA SALLE ST.	49 WALL ST.	LAND TITLE BLDG.	10 POST OFFICE SQ.
ST. LOUIS	DETROIT	MINNEAPOLIS	MILWAUKEE
SECURITY BLDG.	FORD BLDG.	METROPOLITAN B'K BLDG.	FIRST WIS. NAT. B'K BLDG.

Good business demands a systematic record of your bond and other security holdings: Federal Income Tax requirements make it imperative. Our **LOOSE LEAF SECURITY RECORD** meets the need exactly. We shall be glad to send you a copy without cost or obligation; ask for Book No. O. M. 2.

How G. L. Miller & Company Create Good Mortgage Bond Investments



Fundamentals Which Make
Miller First Mortgage Bonds
Sound Investments.

1. Income-producing Properties
2. First Mortgages
3. Security at Least 200%
4. Non-speculative Properties
5. Serial Maturities
6. Sinking Fund to Meet Payments
7. Trustee's Supervision

A new booklet entitled "Creating Good Investments" gives full particulars. Write for copy.

IV. Non-Speculative Properties Protect Miller Investors

Miller First Mortgage Bonds are always secured by properties of a non-speculative character, that is, properties well located for their purpose, of established earning power, —properties fulfilling a genuine economic demand.

The class of properties securing Miller First Mortgage Bonds include apartments, apartment-hotels, stores, offices, warehouses, etc.

Miller First Mortgage Real Estate Bonds yielding 7%, are available in denominations of \$100, \$500 and \$1000 at maturities of 2 to 10 years. Current offerings sent on request.

G. L. MILLER & COMPANY, INC.
1312 HURT BUILDING, — ATLANTA, GA.

THE FIRST NATIONAL BANK OF BOSTON

Foreign Banking Service

Our connections in all parts of the world are extremely strong and permit us to offer the fullest and most efficient foreign banking service. This covers every phase of banking activity. We will be glad to give any detailed information desired.

Deposits \$171,000,000

Resources Over \$280,000,000

Branch at Buenos Aires, Argentina

German City Bonds

Due to the decline in Foreign Exchange, German City Bonds can be purchased at about 1-15 of their former value. We offer

Berlin 4s	Cologne 4s
Hamburg 4½s	Dresden 4s
Leipzig 4½s	Munich 4s
Coblenz 4s	Bremen 4½s

Prices from \$13 to \$19 per 1,000 Mark Bond and full details sent upon request. Also details of British, French, Belgian and Italian Securities.

ASK FOR CIRCULAR F. O.

Farson, Son & Co.

Members New York Stock Exchange
115 Broadway, New York

INCORPORATE IN ARIZONA Least cost. Greatest advantages. Cost not affected by amount of capital. Transact business and keep books anywhere. Stock made full-paid and non-assessable by using our forms. Laws, blanks and directions free. Stockholders are exempt from corporate liability. Stoddard Incorporating Co., Box 8-N, Phoenix, Arizona



FIRST FARM MORTGAGES

The Test of Time
Our investments and our methods have stood the test of time. Now for more than 36 years no investor in our First Farm Mortgages and Real Estate Bonds has ever lost a dollar, principal or interest.

6 PER CENT AND SAFETY
Your money invested in our offerings is safe and returns a liberal income. We make all collections and look after all details without expense to you. Let us send descriptive pamphlet "S" and statements of current offerings.

Established 1883
Capital and Surplus \$500,000.00
E. J. LANDER & CO.
GRAND FORKS, NORTH DAKOTA

FINANCIAL DEPARTMENT

(Continued)

everything is by no means sufficient to offset the great balance of trade in our favor, and make it feasible for the other nations to buy from us. The conclusion is that the extension of credit to foreign buyers is the quickest and best way for us to keep a grip on international trade.

To a certain extent our merchants are undoubtedly extending credit abroad. But our supply of credit is not inexhaustible, and as the Government is unwilling to furnish it for foreign trade, it is therefore "up to" the individual. Perhaps this is the best way, after all, but it means economy and saving. The more we spend, the less there is for the other fellow; the less we spend, the more there is for some one else. If money we spend for luxuries would supply some one else with the necessities of life, it would seem as if we were morally bound to deny ourselves to this extent at least. And, aside from any question of duty, it is good business. The time has passed when the United States can with safety ignore the needs of the remainder of the world; their interests are too closely linked with ours; "splendid isolation" may be fine in theory, but it doesn't work out in practice.

Now if our merchants are to extend credit abroad they in turn must get credit from the banks. If the banks have not sufficient funds, there can be no credit. The people must provide funds, and it can be done by saving, not by spending. It is to the interest of every one of us that foreign orders be placed in this country, that the

An Indestructible Security

**650,000,000
Tons of Coal**

Located in a prosperous, growing community.

Served by the main line of a big trunk railroad.

Mined with the most modern machinery.

Operated by an experienced and successful organization.

Definitely valuable by reason of natural advantages and low cost of production.

Paying five cents for every ton removed, to protect the bondholders' investment of half a cent per ton.

The first mortgage bonds backed by this security pay an income return of *seven per cent* and there are 175 monthly maturities to choose from.

*Ask for Circular
No. 1069 Z*

**Peabody,
Houghteling & Co.**

(Est. 1865. Inc. 1918)

**10 S. La Salle St.
Chicago**

BRANCH OFFICES:
Detroit Cleveland St. Louis Milwaukee

(D 607)

FINANCIAL DEPARTMENT

(Continued)

other nations of the world be helped to gain a position where they can place orders. Somehow or other, many people have the idea that this will come about, though just how they do not seem to know; nor do they see how it applies to them personally; they see in the low quotations for foreign moneys merely an opportunity for speculation and profit. German marks, for instance, look particularly tempting; and why not? When a man figures that he can buy about 75,000 marks for a thousand dollars, with prospective profits of over seventeen thousand dollars should the mark get back to its unit value, why shouldn't he get excited? But Germany has outstanding something like fifty billion marks, and many men who should know seem to be rather doubtful of her ability ever to make them worth par again. At the present writing the mark is quoted at slightly more than one cent; normally it is worth 23.82 cents. One man said in reference to this situation that he would be more willing to gamble on marks with their price quoted at five cents than at one. In other words, he seemed to think that there might be some good reason for their selling so low. So with Russian rubles. A low price doesn't necessarily indicate a bargain.

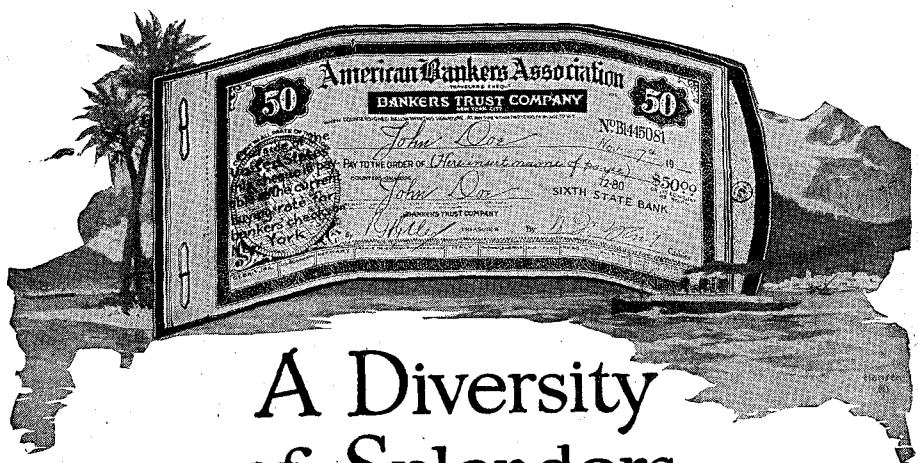
For the man who discriminates, however, it does seem as if the foreign exchange situation possessed possibilities. Many of the foreign bonds issued in our markets and payable in dollars have most attractive features. What is more, when we buy these bonds we are extending credit to our neighbors across the sea. Personal profit and public service are combined. There are opportunities in the internal loans of many of the foreign countries; bonds payable principal and interest in pounds or francs, as the case may be. The price of foreign exchange makes many of these bonds very cheap indeed, and buying them amounts to practically the same thing as buying foreign exchange. For instance, suppose you own a bond of one of the large French or Belgian municipalities and the coupons are payable in francs. To be more exact, suppose you have a coupon for a hundred francs due on May 1; you could collect it then, of course, but perhaps you would get only about seven dollars for it; on the other hand, if you choose, you can keep this coupon and wait until francs are worth more before you exchange it for dollars. You get the bonds very cheaply in the first place because francs are at a heavy discount; when they increase in value, you can reap the benefit.

When you buy bonds payable in dollars you are extending credit, and when you buy bonds payable in foreign moneys you are trading with somebody in some other country. Either way you are helping to solve a difficult situation and bettering yourself at the same time.

FIRST MORTGAGE FARM LOAN BONDS

DANFORTH FARM MORTGAGES represent conservative Loans on productive farm lands worth more than double the amount of the debt.
Not One Dollar lost in sixty-two years.
Interest paid promptly when due.
For sale in \$500 and \$1,000 denominations and upward.
Complete information furnished upon request.
Ask for Booklet and Investor's List No. 53.

A-G-Danforth-&Co
Founded A.D. 1858
WASHINGTON ILLINOIS



A Diversity of Splendors

ALL that the Old World has to offer and more, infinitely more, is to be found in your own United States. The quiet waters of a tropic sea, or the sun splashed peaks of snow-crowned mountains; the golden light that floods the fields of Italy, or the haunting charm of long forgotten hamlets—people, places, customs and creeds and the fascination of finding them, lie at your very threshold.

When traveling this season, assure yourself of unalloyed enjoyment by converting your cash into

“the BEST funds for travelers”

“A·B·A” American Bankers Association Cheques

Unlike cash, “A. B. A.” Cheques are not almost a certain loss if lost or stolen for they cannot be cashed without your countersignature in the presence of the acceptor;

Unlike personal cheques, “A. B. A.” Cheques automatically identify the holder and are universally accepted by banks, hotels and tradespeople and transportation companies;

Unlike letters of credit, “A. B. A.” Cheques do not make the holder dependent upon banking hours, but they can be cashed whenever and wherever presented.

Issued by the American Bankers Association, consisting of 20,000 leading banks, and sold in denominations of \$10, \$20, \$50, \$100, in dignified compact folders. Safe and convenient to carry.

Write for full information to

BANKERS TRUST COMPANY
New York City

Tours and Travel

EUROPE 1920

MODERATE-PRICED TOURS
H. W. DUNNING & CO.

1021 Little Building
Boston 11, Massachusetts

Failure to Visit the Old World
this year may mean life-long regret. We offer you not only physical comfort, but also INTELLIGENT INTERPRETATION and UNSURPASSED LEADERSHIP. Write for information on "ROUND THE WORLD TOURS" and "VACATION SUMMER IN JAPAN" with Dr. H. H. Powers; tours to the "LANDS OF THE ALLIES" with Dr. George H. Allen; and the "EUROPEAN SUMMER SCHOOL" with Prof. Louis E. Lord. **BUREAU OF UNIVERSITY TRAVEL**
15 Boyd St., Newton, Mass.

High Grade European Tour
Limited Party Sails June 23
under cultured, experienced leadership. Make reservations now to go with one who knows Europe. Miss Katherine Pantlind, 110 Morningside Drive, N. Y. City.

JAPAN

Are you interested in it?

If so, write to Secretary

JAPAN HOTEL ASSOCIATION

Care Traffic Dept.

IMPERIAL GOVERNMENT RAILWAYS
TOKYO

for 120-page Guide Book Free

When writing please mention "Outlook."

EUROPE IS OPEN

\$460 and Up
Cathedrals, Galleries, Lakes, Mountains. Exceptional arrangements for Paris and the Battlefields. Small parties with experienced leaders. Sail April, May, June, July.
THE TEMPLE TOURS, 80 Boylston St., Boston 11, Mass.

INTERCOLLEGIATE TOURS
EUROPE
EDUCATION-TRAVEL-RECREATION
PRICES MODERATE
1021 LITTLE BUILDING-BOSTON

Golden Rule Tours
Sailings June and July
Italy to Scotland, including the Battlefields.
Holles, L. I., N. Y.

AMERICAN EXPRESS
If you are going to Europe—Send for "The American Traveler in Europe—1920" It Solves the Problem Mailed Free.
American Express Travel Dept.
65 Broadway N. Y.

TRAVEL DEPARTMENT

EUROPEAN TOURS
Motoring A Specialty
JAPAN-CHINA-ROUND-THE-WORLD
BENNETTS-TRAVEL-BUREAU
905 FIFTH AVENUE, NEW YORK TEL. WANDERBILT 5348

EXETER

IDEAL
TRAVEL CENTRE
FOR
DEVONSHIRE
The Garden of England

The Secretary of the OFFICIAL INFORMATION BUREAU, 21, Queen Street, Exeter, will be glad to give every information to intending visitors. For booklet apply as above, or Dorland Travel Bureau, 9 East 40th Street, New York.

Japan, China, the Philippines

Four months' tour, sailing in September from Vancouver. Small private party. France, Italy and Scandinavia. Three months' spring and early summer tour. For details address HELEN G. SMITH, care Brown Bros. & Co., 59 Wall St., New York.

Tours and Travel

SWITZERLAND

SWITZERLAND

The ideal vacation land

where tourist entertainment has been reduced to a science and where marvelous scenic railways climb from the verdant valleys to the realm of eternal snow and ice.

Write for packet No. 103, containing Hotel guide, descriptive booklets and maps, enclosing 10 cents postage.

Official Agency of the
SWISS FEDERAL RAILROADS
241 Fifth Avenue New York

Tickets, Tours, Cruises
EUROPE AND WEST INDIES

Careful Personal Service given to each individual
American Travel Club, Box O, Wilmington, Del.

Tours to Europe

PRICES LOW, COMFORTABLE SERVICE
DEAN TOURS, 161 Devonshire St., Boston
DEAN SCHILLING TOURS
3425 Hemmepin Ave., Minneapolis

Tours to Europe, California, Yellowstone, Great Lakes, Bermuda, etc. Write for particulars. DELTA TOURS, 500 Bond Bldg., Washington, D.C.

Hotels and Resorts

CONNECTICUT

Wayside Inn NEW MILFORD, Litchfield Co., Conn.

The foothills of the Berkshires. A restful place for tired people. Good food and a comfortable home. 2 hours from New York. Booklet A. MRS. J. E. CASTLE, Proprietor.

DISTRICT OF COLUMBIA

The Hamilton 14th & K Sts., N. W. WASHINGTON, D. C.

A Select Family and Transient Hotel
Ideal Location. Modern appointments and home-like. Good table. American plan \$3.50 up daily; special rates by week. Booklet. IRVING O. BALL, Proprietor.

MASSACHUSETTS

If You Are Tired or Need a Change you cannot find a more comfortable place in New England than

THE WELDON HOTEL GREENFIELD, MASSACHUSETTS

It affords all the comforts of home without extravagance.

NEW YORK

ADIRONDACKS, The CRATER CLUB. Essex-on-Lake-Champlain. Cottages with central club house where meals are served. References required. For circular or information address JOHN B. BURNHAM, 233 Broadway, New York.

NEW YORK CITY

The Margaret Louisa of the Y. W. C. A.

14 East 16th St., New York
A homelike hotel for self-supporting women. Single rooms \$1.00 per night. Double rooms (2 beds) \$1.40 per night. Restaurant open to all women. Send for circular.

HOTEL JUDSON 53 Washington Square
adjoining Judson Memorial Church. Rooms with and without bath. Rates \$3.50 per day, including meals. Special rates for two weeks or more. Location very central. Convenient to all elevated and street car lines.

Health Resorts

Dr. Reeves' Sanitarium

A Private Home for chronic, nervous, and mental patients. Also elderly people requiring care. Harriet E. Reeves, M.D., Melrose, Mass.

Dr. Vail's Sanatorium An exclusive resort in the beautiful Connecticut Valley. Massage, electricity, and baths. Golf and tennis. 3 resident physicians. Under successful management for 30 years. R. S. VAIL, M.D., Thompsonville, Ct.

LINDEN The Ideal Place for Sick People to Get Well

Doylestown, Pa. An institution devoted to the personal study and specialized treatment of the invalid. Massage, Electricity, Hydrotherapy. Apply for circular to ROBERT LIPPINCOTT WALTER, M.D. (late of The Walter Sanitarium)

THE BETHESDA White Plains, N. Y.

A sanitarium for the invalid, the convalescent, and the aged. Address for terms ALICE GATES BUGBEE, M.D. Tel. 241.

Country Board

Wanted Adult Boarders on old-fashioned Virginia farm. Excellent cooking. Conveniences. Delightful spring and summer season. 1,345, Outlook.

Board Wanted

Father of three children, ages 9, 12, and 13, desires board for them with refined family for the summer vacation. Preferably near New York. Terms and particulars, 1,563, Outlook.

Real Estate

CONNECTICUT

\$250 RENTAL WELL 7-ROOM FARM HOUSE. Near station. Good piano, 4 fireplaces, furnace. Private roads, woods, brook. FERM, Hampton, Conn.

FOR RENT, Stratford, Conn.—Modern house, attractively furnished. 5 bedrooms, 2 baths, sleeping porch. Garden, garage, 4 minutes from salt water and boat club. Golf, tennis. \$200 a month. Adults only. Mrs. SHELTON, 243 St. James Pl., Brooklyn.

MAINE

FOR SALE Robinhood Inn and three cottages, all furnished. 12 acres of land. Unsurpassed view of ocean. At Bailey Island, Casco Bay, Maine. For particulars apply Miss J. E. MASSEY, 901 Clinton St., Phila., Pa.

Camden, Me. For rent, fully furnished, several high-class seashore cottages. Best selections now. Photos, plans, and full description. J. R. PRESCOTT, Newtonville, Mass.

MOOSEHEAD LAKE, MAINE

Camp Caribou

Summer cottage on lake shore, facing mountains; large, fully furnished, seven chambers, hot and cold water, spring water, bathing. Through Pullmans to lake. Trout, salmon and toge. Daily mail. Rental \$600, includes ice, fuel and complete equipment. For references, photographs and particulars address F. S. Snyder, 55 Blackstone St., Boston, Mass.

Seal Harbor Realty Co.

George L. Stebbins, Managing Director

Seal Harbor, Mt. Desert Island, Me.

Furnished Cottages for Rent

List on application

For Sale South Bristol, Maine
Furnished Bungalow. Lot of one acre. River and ocean view. Price \$2,500. G. R. Nichols, Box 1,629, Phila.

MARYLAND

FOR SALE

"Happy Hollow Farm"
In the New York Summer Colony Section on Wicomico River, EASTERN SHORE OF MARYLAND. Magnificent colonial mansion, also comfortable overseer house. One hundred acres of level fertile land. Beautiful Rancher front. Select neighborhood. Twenty minutes from Salisbury, Maryland, a town of 10,000 inhabitants, three hours by the Pennsylvania to Philadelphia. Oysters, fish, game in abundance. For particulars apply WILLIAM W. MCCABE, P. O. Box 337, Salisbury, Md.

MASSACHUSETTS

CAPE COD Ballston Beach Bungalows by the ocean surf. Choice location. Moderate rents seasons. S. W. BALL, 87 Nassau St., N. Y.

MONTANA

FOR SALE: 328 ACRES FINE LEVEL LAND Twelve miles from growing crops. Title perfect. Address Rancher, 612 Second Ave., S. Great Falls, Mont. Also 320 Acres Mountain Pasture Land near newly opened oil region

Real Estate

NEW HAMPSHIRE

LAKE SUNAPEE, N. H.

Charming Summer Homes and Cottages, furnished, for rent and for sale. Write for booklets. SARGENT & Co., New London, N. H. Headquarters Lake Sunapee Real Estate

FORRENT—Gentleman's Country Estate

Southern New Hampshire
60 miles from Boston. Old-fashioned eleven-room house, furnished. Three screened porches, bath-room, three toilets, four open fireplaces. Large barn, farmer's house, with resident farmer. Garage with shower bath. Saddle and driving horses. Fruits, berries, vegetables, all kinds in abundance. Farm fully equipped and running. Milk, cream, butter, chickens, ducks, eggs and pork products if desired. Best fishing and shooting in southern New Hampshire, 1,548, Outlook.

NEW JERSEY

Seashore Cottage, Fully Furnished FOR SALE

Wildwood Crest, South Jersey, Cape May Co. Colonial house, garage, garden. One block from unsurpassed beach. Excellent bathing, boating, fishing. House built by owner for comfort, convenience and aesthetic viewpoint. Hardwood finish throughout, electricity, gas and coal ranges. Spacious living-room, large open fireplace, seven bedrooms, two bath-rooms, laundry with three bath-houses, front porch 12x43 ft., dining porch, piano. Photograph and further description upon request. Sale price \$12,000. Terms. Apply to agent, F. B. FAGEN, Wildwood Crest, N. J.

Vineland 2½-acre Poultry Farm. \$8,000. Beautiful 7-room modern bungalow. Near station, schools. 44 acres. Most beautiful general farm, best brick house and outbuildings, \$10,000, worth \$12,000. In the best section of U. S. Annual profit \$5,000. Frank H. Rothman, Vineland, N. J.

NEW YORK

In The Adirondacks

If you wish a CAMP or COTTAGE at LAKE PLACID, PAUL SMITH'S, SARANAC LAKE, or in fact anywhere in the ADIRONDACKS—

Write me your requirements

Address WILLIAM F. ROBERTS
Real Estate Office, Saranac Lake, N. Y.

ON ADIRONDACK LAKE

Large Camp For Sale On lake shore and main motor highway. Two English half-timbered houses containing 19 rooms, including unusual billiard room. Built and decorated best N. Y. architects and decorators. Unfailing spring water. Extensive piazzas; open fires and furnace. Large cabin launch. 3-car garage. May be rented. Address 1,573, Outlook.

FOR SALE or TO LET

KEENE VALLEY, Adirondacks, 10-room cottage, 2 baths, 4 fireplaces, screened porches. 3 additional 1-room furnished bungalows. Double garage. Garden. 12 acres forest and meadow completely fenced. View of 7 peaks. Private driveway through beautiful wood. Sale price furnished \$15,000. Rental \$600. for season with fuel and ice. 1,555, Outlook.

Keene Valley, N. Y.

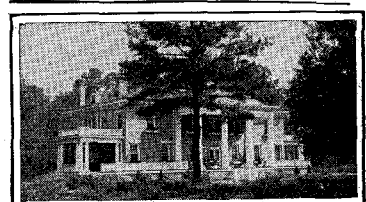
FOR RENT, in the heart of the Adirondack Mountains, cottage of ten rooms. Furnished. Icehouse filled. Private water supply. Superb mountain views. Secluded yet convenient to village. For further particulars apply to P. O. Box 205, Keene Valley, N. Y.

FOR SALE or RENT One of the best modern improvements, on Lake Champlain. Address HENRY CHAMBERLAIN, Essex, N. Y.

FOR RENT COTTAGES AT TWILIGHT PARK

HAINES FALLS, N. Y.
Near Twilight Inn. Attractively furnished, bed and table linen and all conveniences for housekeeping, or meals may be taken at Twilight Inn. Electricity, hot and cold water supply, etc. Rates for season \$400 to \$600. Near tennis courts and golf links. Apply to 1,571, Outlook.

SOUTH CAROLINA



FOR SALE—WOODLANDS

An ideal home in the heart of the pines of Summerville, South Carolina
100 acres. Beautiful Colonial house, tile roof, 16 rooms, also 4 servants' rooms. 5 baths, furnace heat and open fireplaces. All modern conveniences. Caretaker's lodge of 4 rooms and all necessary buildings on property. 20 acres of farm land, tile drained, now under cultivation. Abundant supply of artesian water. Well adapted to hotel purposes. One mile from railroad station. For further information address W. R. & D. P. DEHON, Summerville, S. C.

Real Estate

PENNSYLVANIA

FOR SALE

Well Established School
for deficient children. 1,197, Outlook.

VERMONT

BRATTLEBORO, VT. For sale. Old fashioned house, twenty-odd acres on mountain side, 1,800 feet elevation. Good water supply, modern improvements. Fruit, barn, garage, chicken house. For particulars address N. L. Archer, 14 W. 52d St., N. Y. City.

AGENTS WANTED

AGENTS: \$100 weekly. Automobile owners everywhere wild with enthusiasm. Marvelous invention doubles power, mileage, efficiency. Saves ten times its cost. Sensational sales everywhere. Territory going like wild-fire. \$26 sample outfit and Ford car free. Write quick. L. Ballwey, Dept. 46, Louisville, Ky.

AGENTS. Mason sold 18 sprayers and autowashers one Saturday. Profits \$2.50 each. Square deal. Particulars free. Rusler Company, Johnstown, Ohio.

BOARD AND ROOMS

WANTED—Part of house in Brooklyn with owner, by elderly lady, for light housekeeping. Very desirable tenant. References exchanged. A. L. C., 2823 Decatur Ave., New York City.

BUSINESS OPPORTUNITIES

INVENTIONS wanted. Cash or royalty for ideas. Adam Fisher Mfg. Co., 217, St. Louis, Mo.

HEADMASTER open for engagement. Would consider rental or purchase. 8,117, Outlook.

MANUSCRIPTS

STORIES, poems, plays, etc., are wanted for publication. Submit MSS. or write Literary Bureau, 325, Hannibal, Mo.

HELP WANTED

Professional Situations

WANTED—Trained nurse for children's institution. Salary \$70 month, board, room, laundry. 8,102, Outlook.

Business Situations

RAILWAY traffic inspector, \$110 a month to start and expenses. Travel if desired. Unlimited advancement. No age limit. Three months' home study. Situation arranged. Prepare for permanent position. Write for booklet QM27 Standard Business Training Institute, Buffalo, N. Y.

WRITE photoplays: \$25-\$300 paid anyone for suitable ideas. Experience unnecessary; complete outline free. Producers League, 493, St. Louis.

EARN \$25 weekly, spare time, writing for newspapers, magazines. Experience unnecessary; details free. Press Syndicate, 614, St. Louis, Mo.

WANTED—CAMP COUNCILOR, one who has had experience in directing boys. To associate himself with camp in Maine that has excellent standing and equipment and been established for ten years. Man who can bring group of boys preferred. 8,121, Outlook.

Companions and Domestic Helpers

WANTED—Refined young woman as mother's helper, to assist mother with two children, aged 1½ and 3. Good home offered in White Plains. State references, salary expected. 8,094, Outlook.

PLACEMENT BUREAU for employer and employee; managing housekeepers, matrons, governesses, mothers' helpers, secretaries, companions. 51 Trowbridge St., Cambridge, Mass.

COMPETENT nurse to take entire charge of baby 16 months. References required. Protestants only. Mrs. C. H. Conner, Rye, N. Y.

CAMPS, hotels, institutions, families, apply to Miss Richards, Box 5, East Side, Providence, R. I. Boston, Fridays 11 to 1, 16 Jackson Hall, Trinity Court. Address Providence.

WORKING housekeeper for family with two children. Plain cooking, housework for small apartment. Mrs. Spencer Bowen, 405 West 118th St., New York City.

WANTED—Nurse and mother's helper in family with three children. We want a refined, settled, Protestant Christian woman, who loves a home and children, who has had considerable experience with children and not many changes of positions. French-Swiss, French-speaking American, or English preferred. Age 25-45 years. Salary will be satisfactory. Applicants please write fully, giving references. G. H. Patton, St. Elmo Station, Chattanooga, Tenn.

MOTHER'S assistant for one schoolgirl eight. Sewing required, active and capable. Farm in summer. Write, stating experience with children, wages, and references, Mrs. Hutcheson, 45 E. 82d, N. Y.

HELP wanted for general work in family of two. Would take couple or lone woman. Woman with dependent considered. Fuller, 155 W. 71st St., New York City.

Teachers and Governesses

WANTED—French governess. Attractive personality, well educated. Miss Mills' School, Rounfont Road, Mount Airy, Philadelphia.

TEACHERS WANTED—Tremendous demand for teachers—practically all subjects, all sections of the United States—public and private schools, colleges and universities. National Teachers Agency, 101 West 41st St., New York.

TEACHERS WANTED—Men and women needed for attractive September openings, for all departments of high schools and colleges. Desirable salaries. Address The Interstate Teachers' Agency, Machea Building, New Orleans, La.

HOW TO SELL YOUR REAL ESTATE

Quick Results

"The Simplex Plans sold my house for cash within two weeks."—F. S., Wauwatosa, Wis. "Sold my farm for cash."—Mrs. L. A. C., Glenwood, Minn. "Sold my country place in three weeks for cash."—H. M. B., New York City. "Sold my store and real estate."—B. L., San Francisco, Cal. "Simplex Plans sold my house for cash within three weeks."—M. E. L., Marshalltown, Iowa. "Sold my hat factory. Endorse your methods."—W. E. B., Buffalo, N. Y. "Sold my property. Your plans quickest I ever saw."—J. S., Watford, N. J. "Your plans sold my Colorado ranch."—P. E. V., Lansing, Mich. "Sold for cash in 10 days."—W. H. C., Wakefield, Mass. "Sold my Hotel."—G. S. S., Plano, Ill. "Sold three lots for cash."—R. P. M., Ottawa, Canada. "Sold my Michigan farm."—E. A. D., Miami, Fla.

This Free Book

tells how you can get cash for your property by using The Simplex Plans for Selling Real Estate, which have already sold more than 5,000 properties of all kinds throughout the United States and Canada. No matter what kind of a property you have, or where it is located, these successful Plans show you how to sell it yourself, without employing agents or paying commissions to any one. Farms, residences, building lots, ranches, timber and mineral lands, mountain camps, seashore cottages, business property of all kinds, including hotels, motion-picture theatres, garages, stores, medical and dental practices, etc., etc., can be marketed successfully by this scientific system. Don't spend a *minute's* time, an *ounce* of effort or a *cent* of money trying to make a sale without first getting and reading this important book, and learning how to sell your property *quickly, economically* and *at the highest possible price*.

The reading of this book has saved property owners hundreds and thousands of dollars in fees and commissions, and it can do the same for you. This book is sent absolutely free. Send for it at once. You have everything to gain and nothing to lose. Send your name and address right now—a postal will do—and you will receive by return mail a copy of this important book, without cost or obligation of any kind.

THE SIMPLEX COMPANY Dept. 227 1133 Broadway, New York

HELP WANTED

Teachers and Governesses

WANTED—Competent teachers for public and private schools. Calls coming every day. Send for circulars. Albany Teachers' Agency, Albany, N. Y.

SITUATIONS WANTED

Professional Situations

TRAINED nurse open for engagement after May 1 for England or European travel. (Miss) Margaret Horan, 114½ Lafayette St., Jamestown, N. Y.

Business Situations

SECRETARIAL position wanted by expert stenographer, possessing tact and initiative. Willing to travel. 8,127, Outlook.

WOMAN of refinement, practical, energetic, and exceptionally qualified to assume entire responsibility, desires management of exclusive inn, club, or similar institution, where personal interest could be exercised and appreciated. Experienced buyer, possessing excellent taste and judgment in the selection of furnishings, decorations, etc. 8,115, Outlook.

OFFICE EXECUTIVE—College graduate desires permanent position with manufacturing concern where efficiency offers future. Excellent references. 8,112, Outlook.

Companions and Domestic Helpers

COMPANION—Cultured lady, hospital training, experienced traveler, good reader English, French, German. Takes full charge of all arrangements. Highest references. 8,118, Outlook.

FRENCH lady speaking English wishes to pass summer in France. Would give her services to lady or family for her expenses. If desired, could stay with employer a few weeks on landing. For testimonials and particulars write to Mrs. W. W. Justice, Germantown, Pa.

SITUATIONS WANTED

Companions and Domestic Helpers

MANAGING dietitian and commissariat, exceptional executive ability, close manager and hard buyer, many years' practical experience, desires high-class position in college, club, or commercial line. 8,073, Outlook.

WANTED—Correspondence with any one desiring properly qualified man for study travel or residence abroad with one or two boys. 8,086, Outlook.

YOUNG woman who desires to travel this summer will tutor, cook, or be companion. 8,108, Outlook.

HOUSEKEEPER, experienced, careful manager, resourceful, reliable, wants position of trust. Country or sanatorium preferred. Highest references. 8,119, Outlook.

COLLEGE graduate desires position governess, companion, to some one going abroad. 8,103, Outlook.

EXPERIENCED young man nurse and attendant wishes position. Phone 1430J, 414 Chestnut St., Roselle Park, N. J. (Hayes).

TRAVELING companion. Young woman, American, French descent, college graduate, 27 years old, speaks French fluently, would travel abroad as companion. Best references. 8,101, Outlook.

Teachers and Governesses

NATIVE French teacher (young man, 37) now teaching in an academy wishes position during summer vacation with family or institution. Desirous of traveling in France. 8,084, Outlook.

COMPANION tutor desires travel, June-October. College education; French, German, Italian; extensive European residence. 8,109, Outlook.

TEACHER, experienced with young children and pupils preparing for college—also governess in large establishment—offers her services. Excellent references. 8,106, Outlook.

MISCELLANEOUS

WANTED—Young women to take nine months' course in nursing. Frances Parker Memorial Home, New Brunswick, N. J.

MISS Guthman, New York shopper, will send anything on approval. Services free. References required. 309 West 99th St.

FOR ADOPTION—Boy and girl or boy between three and five years old. Exceptional opportunity in Christian family of ample means. 8,122, Outlook.

FOR sale, exquisite real lace, old jewelry, India and Paisley shawls, antiques, etc. 8,120, Outlook.

WOMAN, cultured and refined, wishes child not younger than four years to care for and train. Excellent environment. \$25 weekly. 8,123, Outlook.

WOMAN, experienced, would take entire supervision of one or two motherless girls in own home, Washington. \$30 weekly. 8,124, Outlook.

YOUNG woman having advertising experience and possessing creative ability offers to furnish ideas for advertising copy and illustrations, sales promotion methods, etc. 8,113, Outlook.

HOUSE RENT FREE—on small farm 9 miles from Port Jervis, N. Y., to middle-aged or elderly Christian couple who have some independent means of support, as farm is not self-supporting. Also use of farm-land, barns, and live stock, if desired. Delightful place in summer, snowed in in winter. Conditions are that tenant must be neat, particular, and occupy house 8 months of the year. Owner lives in house close by during the summer, and would buy eggs, milk, butter, vegetables, and give some employment. 8,110, Outlook.

NEW Unitarian literature free. Address Mrs. F. B. Spalter, Winchendon, Mass.



A Quick Shave

... is a COMFORT
shave with

COLGATE'S

"HANDY GRIP"

The Refill Shaving Stick

No mussy "rubbing in" with the fingers—no razor-pull—but a fast, cool, refreshing "once-over."

And with the "Handy Grip" all you have to do is to unscrew the last of the soap and screw in a Colgate Refill Stick. Stick the last bit of soap on the new stick—no waste.

*Lather with Colgate's and
Shave with Comfort*

Sold everywhere—or send 4c for
trial size, Stick, Powder or Cream.

COLGATE & CO.

Dept. Z

199 Fulton Street

New York



The Shaving Stick is the economical way to make a satisfactory lather. We can give you this impartial advice because we make Shaving Sticks, Powder and Cream.

Musical Art Society

FRANK DAMROSCH.....Director
26th SEASON CHOIR OF 70 ARTISTS
EASTER CONCERT
Carnegie Hall APRIL 3
SATURDAY AFTERNOON At 3
Tickets now on sale at Box Office.

PURITY CROSS
Ox Tongue

Made by a Master Chef in a Model Kitchen

Handy Tins All Quality Stores

Also makers of ◊ Creamed Spaghetti au Gratin
◊ Welsh Rarebit, etc. Address: Orange, New Jersey

BY THE WAY

The teacher was quoting wise saws to the class and getting their opinion about them. She said: "A discreet silence is better than the truth spoken without charity." Can any boy give a practical interpretation of that maxim? Somewhat to her consternation, a freckle-faced lad made this homely application: "If you see a cockroach on the table, don't say anything about it."

A Southern subscriber reports these two incidents as authentic:

Uncle Nathan went from his home in Georgia to try his fortune in Chicago. After an absence of three years he returned and was asked how he liked the North. He said: "I'se like it very well, but my ole 'oman says dey isn't sociable enough for her, 'cause she hadn't been axed to sit up with a corpse since she left Georgia."

Old Uncle Squire got some bootleg whisky once in a while and then he and Mandy would have a quarrel. After one such scene he told her he was going to kill himself. Living near the railway, he laid

himself across the track to be run over. When the puffing locomotive came in sight he raised his head and saw that it was a freight train. He got up, saying, "I'll not let an old freight train kill me—I'se gwine wait for de express." Before it came he changed his mind and concluded to put up with Mandy a while longer.

The outwardly splendid city of Vienna is to-day paying the penalty imposed on those who take up the sword. A correspondent of the London "Sphere" says that not long ago seventy thousand persons waited outside the market hall for a whole night in the hope of obtaining meat the next morning. There was available, however, on that day for the whole city only fifty thousand pounds of tainted salt beef. The American Relief Commission gives one hot meal a day to multitudes of children—for many of whom it is the one meal they get. Bread is said sometimes to cost ten dollars a loaf, when there is any to buy.

The Boston postal district is the largest and most complicated in the country, ac-

HERMAN
Style 51
For Civilians
Black Calf

Style 50
Same Last
Tan Calf

*Send for
Catalogue*

INTO Herman's Shoes for civilian wear go the same top-grade materials, the same skilled workmanship and the same supreme quality of fit and comfort that has made Herman's U. S. Army Shoes the best known military footwear in the world.

Herman's Civilian Shoes are shapely. They conform to the style-tendencies of the hour. They give a length of service, due to their superior make-up, that is not excelled by any other shoes.

They are the ideal footwear for American men in all walks of life.

*Sold in 8,000 retail stores.
If you are not near one, we
will fit you correctly and
quickly through our MAIL
ORDER DEPT at Boston.*

JOS. M. HERMAN SHOE CO.
825 Albany Building
BOSTON, MASS.

cording to a circular issued by the Boston postmaster. It comprises eighty-four stations and branches, in which there are twenty Washington Streets and seventeen Adams Streets. The resulting confusion when a letter is addressed simply to "Washington Street, Boston, Mass.," may be imagined. To remedy this, the post office plans to have each station designated by a number—as, "53 State St., Boston 9, Mass." If people can succeed in memorizing the numbers of these districts, and take pains to include them when they appear in letters or advertisements, a great deal of inconvenience to the postal employees, with resulting delays, will be obviated.

American slang, it would seem from a paragraph in "Notes and Queries" (London), is behind the times compared with that of England. The word "stunning" is still often used here to describe anything superexcellent, but the expression has apparently passed out in England. "Notes and Queries" says, in a review of a new section of the "Oxford English Dictionary": "Stunning, a popular adjective for a time, answering to the present 'top-hole,' did not last, we gather, beyond the

eighties of last century." It may be doubted whether "tophole," whatever it may mean, will ever obtain the vogue in America of the other expression.

The issue of "Notes and Queries" referred to above shows that magazines and other periodicals are having their troubles in England as well as here. A paragraph in large type on the last page reads: "The Proprietor is obliged to warn his readers that other arrangements for 'N. & Q.' will probably have to be made. He has himself been doing the duties from errand-boy to Editor without salary, and cannot continue under such conditions." "Notes and Queries" has for many years been a valued repository of all kinds of out-of-the-way information, and its discontinuance would leave a real void in literary journalism.

The late Cyrus Townsend Brady was not only well known as a minister and a novelist but was also a successful maker of moving-picture plays. "For the past six years," says the "Dramatic Mirror," "Dr. Brady had been one of the most prominent writers for the films. His efforts were always directed to uplifting and improving motion pictures. His productions, among which were 'The Island of Regeneration' and 'The Chalice of Courage,' were uniformly successful."

A Spokane (Washington) daily prints this advertisement:

Widower, 38, with two boys, 6 and 9 years, wants reliable housekeeper; no woman boss. Address —, etc.

The Cabery (Illinois) "Enquirer" is thus quoted by the Denver "News," under the heading "Was it Wood Alcohol?"

Sunday was a day of fires for Cabery. Three residents were on fire threat at different times of the day. All were put out before much damage was done.

This advertisement in the New York "Evening Telegram" fails to state how the proposed rejuvenation is to be demonstrated. Is the applicant to submit to treatment on one side of the face only, as a "before and after" appeal?

Wanted—Woman to demonstrate my facial rejuvenation process; must be willing to go under treatment; one with wrinkles and poor complexion preferred. Doctor, —, Telegram.

From "Der Brummer," of Berlin:

"Daddy dandles little Fritz upon his knee for a while and then Fritz exclaims: 'Do you know what, daddy?' 'No, what is it?' 'I would like to ride on a real donkey.'"

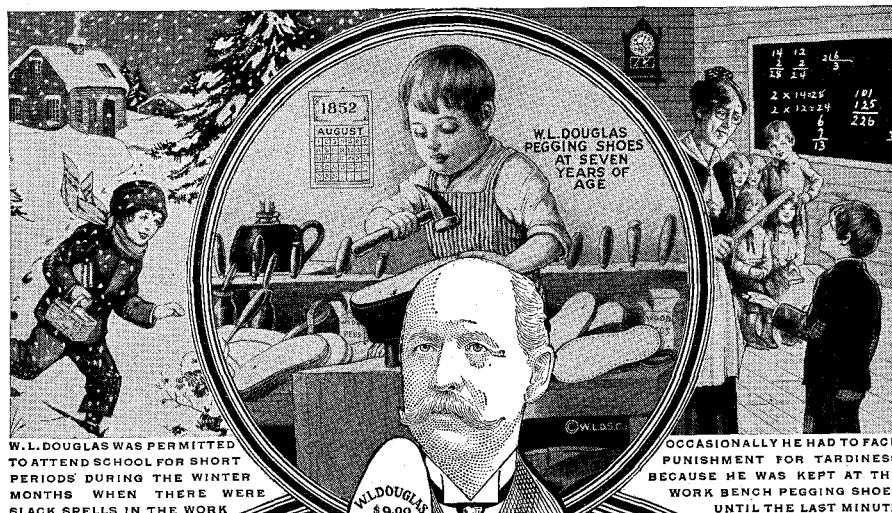
From "Tyrihans," of Christiania, Norway:

"Old Jakob is our champion miser. One day he saw a pin on the pavement. He eagerly grabbed at it. Away went three buttons, his braces snapped, and his hat went in the muddy gutter. 'But I got the pin!' said Jakob."

From "Esquella," of Barcelona, Spain: Judge—"And how did you commit this robbery?" Prisoner—"Each man to his trade. You stick to yours and leave me to mine."

From "Karikaturen," of Christiania:

"Peterson, coming in late, hears his wife move in the bed, and so he swiftly moves to the cradle and begins to rock it. 'What are you doing there?' asks his wife. 'Hush!' says Peterson; 'I am keeping baby asleep. It woke up an hour or so ago and I have been by it ever since.' 'Indeed,' says Mrs. P.; 'that's strange. Baby has been in bed with me.'"



BEGAN MANUFACTURING JULY 6 1876

W. L. DOUGLAS

"THE SHOE THAT HOLDS ITS SHAPE"

FOR MEN AND WOMEN \$7.00 \$8.00 \$9.00 & \$10.00 SHOES BOYS' SHOES \$4.50 \$5.00 \$5.50

W. L. Douglas shoes are sold through 107 of our own stores direct to the wearer at one profit. All middlemen's and manufacturing profits are eliminated. W. L. Douglas \$9.00 and \$10.00 shoes are absolutely the best shoe values for the money in this country. W. L. Douglas name and the retail price stamped on the bottom guarantees the best shoes in style, comfort and service that can be produced for the price.

Stamping the price on every pair of shoes as a protection against high prices and unreasonable profits is only one example of the constant endeavor of W. L. Douglas to protect his customers. W. L. Douglas name on shoes is his pledge that they are the best in materials, workmanship and style possible to produce at the price. Into every pair go the results of sixty-seven years experience in making shoes, dating back to the time when W. L. Douglas was a lad of seven, pegging shoes.

The quality of W. L. Douglas product is guaranteed by more than 40 years experience in making fine shoes. The smart styles are the leaders in the fashion centers of America. They are made in a well-equipped factory at Brockton, Mass., by the highest paid, skilled shoemakers, under the direction and supervision of experienced men, all working with an honest determination to make the best shoes for the price that money can buy. The retail prices are the same everywhere. They cost no more in San Francisco than they do in New York.

W. L. Douglas shoes are for sale by over 9000 shoe dealers besides our own stores. If your local dealer cannot supply you, take no other make. Order direct from the factory. Send for booklet telling how to order shoes by mail, postage free.

CAUTION.—Insist upon having W. L. Douglas shoes. The name and price is plainly stamped on the sole. If it has been changed or mutilated, BEWARE OF FRAUD.

President W. L. DOUGLAS SHOE COMPANY, 187 SPARK STREET, BROCKTON - MASS.

LUDEN'S

GIVE QUICK RELIEF FOR NOSE & THROAT

"NO NIGHT THERE"

(The "City Four-Square")
A beautiful Sacred song for Church or Home
50c per copy postpaid
The Biglow & Main Co., 156 5th Ave., N. Y.

Don't Wear a Truss

Brooks' Appliance, the modern scientific invention, the wonderful new discovery that relieves rupture, will be sent on trial. No obnoxious springs or pads.



Brooks' Rupture Appliance

Has automatic Air Cushions. Binds and draws the broken parts together as you would a broken limb. No salves. No lies. Durable, cheap. Sent on trial to prove it. Protected by U. S. patents. Catalog and measure blanks mailed free. Send name and address today. Brooks Appliance Co., 471F State St., Marshall, Mich.

Important as umbrellas in March

Because Piso's wards off ill effects of cold, rainy weather. For 55 years it has ended distressing coughs and eased inflamed, irritated throats, hoarseness and throat tickling. Keep it in the medicine cabinet ready for immediate use at the very first symptoms.

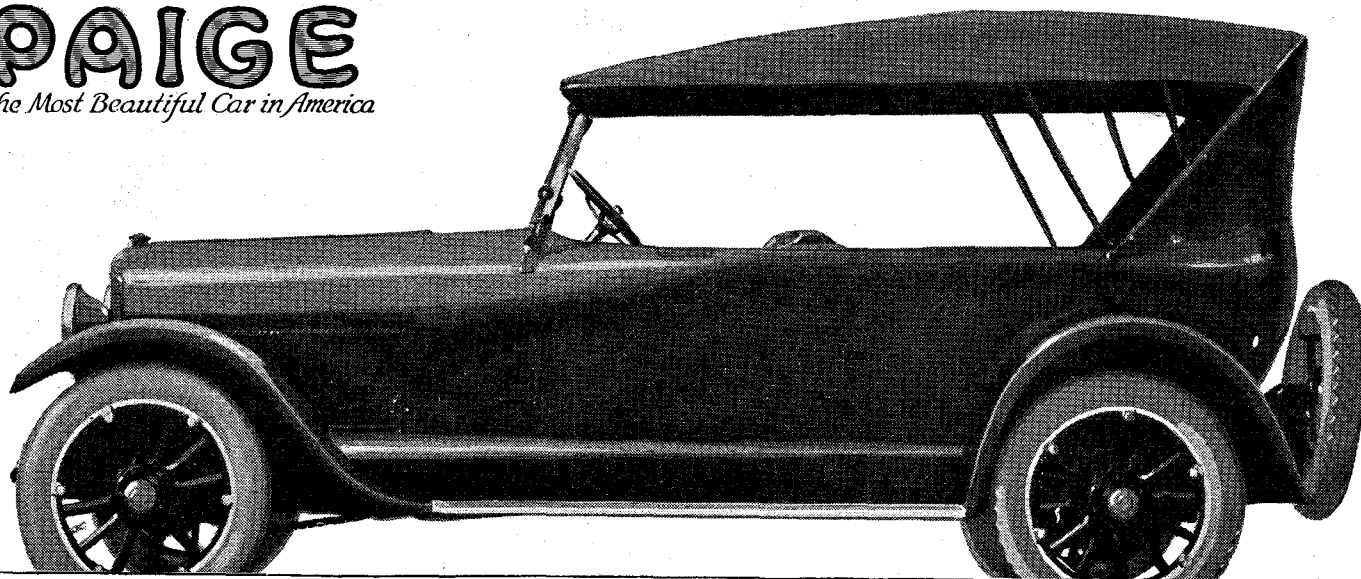
30c at your druggist's. Contains no opiate. Good for young and old.

PISO'S

for Coughs & Colds

PAIGE

The Most Beautiful Car in America



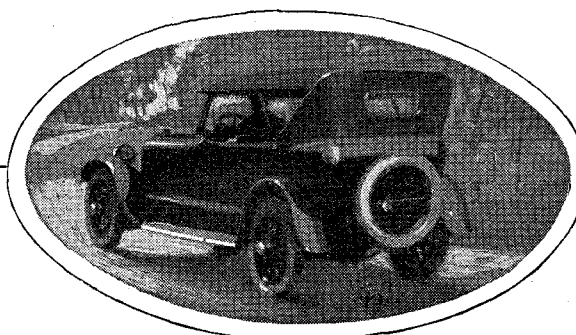
THE MOST BEAUTIFUL CAR IN AMERICA

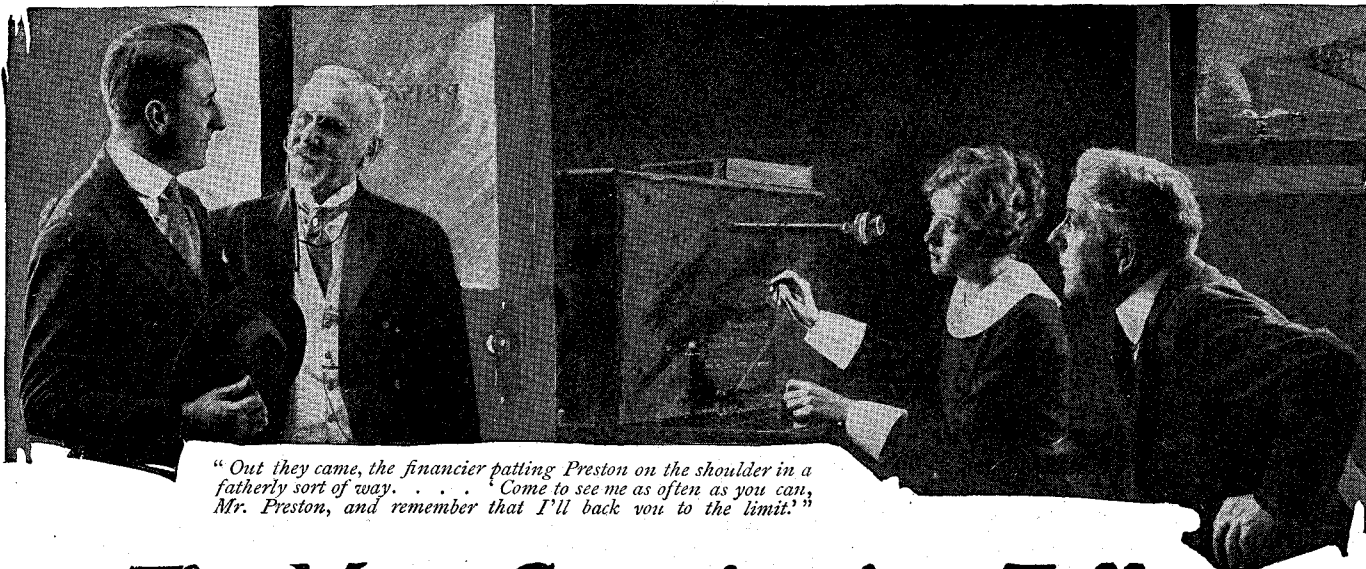
THE Paige seven-passenger model occupies a unique position in the field of six cylinder motor cars. It has the impressive appearance and touring capacity of an exclusive European creation—but none of the disadvantages in first cost or operating expense.

It is a car for the man who takes pride in his personal possessions and demands the fullest degree of luxury without extravagance. It is, in brief, an investment value of the highest grade—a fine mechanical product and a true artistic achievement.

PAIGE-DETROIT MOTOR CAR COMPANY, DETROIT

Manufacturers of Paige Motor Cars and Motor Trucks





"Out they came, the financier patting Preston on the shoulder in a fatherly sort of way. . . . Come to see me as often as you can, Mr. Preston, and remember that I'll back you to the limit."

The Most Convincing Talker I Ever Met

Everywhere this man goes, people shower him with favors and seek his friendship. Things which other people ask for and are refused, he gets instantly. How he does it is told in this amazing story

LET me ask you this: There is a big business deal to be put through. It involves millions of dollars. Putting it through depends wholly on one thing—getting the backing of a great financier.

But this man is bitterly opposed to your idea and to your associates. Seven of the most able men and women in all America have tried to win over this financier. They failed dismally and completely.

Now, could you, a total stranger to this man, walk in on him unannounced, talk for less than an hour, and then have him take your arm as a token of friendship, and give you a signed letter agreeing to back you to the limit?

Could you?

ASTOUNDING? Yes! But it WAS done. And I'll tell you how. Here is the way it all came about. For a long time the directors of our company had felt the handicap of limited capital. We had business in sight running into a million dollars a month. But we couldn't finance this volume of sales. We simply had to get big backing, and that was all there was to it.

Because of trade affiliations, one man—a great financier in New York—controlled the situation. Win him over and the rest was easy. But how to win him?—that was the question. No less than five men and two women—all people of influence and reputation—had tried. They were all repulsed turned down cold and flat.

You know how a thing of this sort grows on you and how bitter utter defeat is. Well, we were talking it over at a board meeting, when one of our directors announced that he knew of only one man who could possibly put through the deal—a man by the name of Preston.

So it was agreed that Preston was to be sounded out at luncheon the following day. He proved to be a fine type of American. At 34 years of age he had become president and majority stockholder of a thriving manufacturing business rated at three-quarters of a million dollars.

Preston was deeply interested, as anyone would be over the prospect of closing such a big deal. The director in question said casually, "Why don't you run down to New York and take a shot at it, Preston?" Preston looked out of the window for a moment and then quietly answered, "You're on."

I WENT along with Preston simply as a matter of form to represent our interests. Aboard the 10:25 train out of Chicago we headed for the smoker and got to talking with the crowd there.

Then I noticed something. Preston had dominated them all. Everyone was eagerly hanging on his words, and looking at him with open admiration. No sooner would he stop talking than one of the men would start him up again. And as the men dropped off at stations along the way they gave Preston their cards, with pressing invitations to look them up. No doubt about it, Preston was THE man aboard that car.

The colored porter, too, came under his sway. For that night, when the berths were being made up, the porter came unasked to Preston, told him that his berth was right over the car trucks, and insisted upon changing it to a more comfortable one.

And so it went all the way to New York. Everyone who met Preston took a great liking to him the instant he spoke. They seemed to be eager for his companionship—wanted to be with him every minute, openly admired him, and loaded him with favors.

Even the usual haughty room clerk at the hotel showed a great interest in Preston's welfare. He showered us with attention while a long line of people waited to register.

The next morning we called on the great financier—the man who was so bitterly against us and had flatly turned down seven of our shrewd influential representatives.

I waited in the reception room—nervous, restless, with pins and needles running up and down my spine. Surely Preston would meet the same humiliating fate?

But no! In less than an hour out they came, arm in arm, the financier patting Preston on the shoulder in a fatherly sort of way. And then I heard the surprising words, "Come to see me as often as you can, Mr. Preston, and remember that I'll back you to the limit!"

AT the hotel that night sleep wouldn't come. I couldn't get the amazing Preston out of my thoughts. What an irresistible power over men's minds he had. Didn't even have to ask for what he wanted! People actually competed for his attention, anticipated his wishes, and eagerly met them. What a man! What power! . . . Then the tremendous possibilities of it all—think what could be done with such power!

What was the secret? For secret there must be. So the first thing next morning I hurried to Preston's room, told him my thoughts, and asked him the secret of his power.

Preston laughed good-naturedly. "Nothing to it—I—well—that—is—" he stalled. "I don't like to talk about myself, but I've simply mastered the knack of talking convincingly, that's all."

"But how did you get the knack?" I persisted. Preston smiled, and said, "Well, there's an organization in New York that tells you exactly how to do it. It's amazing! There's really nothing to study. It's mostly a knack which they tell you. You can learn this knack in a few hours. And in less than a week it will produce definite results in your daily work."

"Write to this organization—The Independent Corporation—and get their method. They send it on free trial. I'll wager that in a few weeks from now you'll have a power over men which you never thought possible . . . but write and see for yourself." And that was all I could get out of the amazing Preston.

WHEN I returned home I sent for the method Preston told me about. It opened my eyes and astounded me. Just how he had won over the financier was now as clear as day to me. I began to apply the method to my daily work, and soon I was able to wield the same remarkable power over men and women that Preston had. I don't like to talk about my personal achievements any more than Preston does, but I'll say this:

When you have acquired the knack of talking convincingly, it's easy to get people to do anything you want them to do. That's how Preston impressed those people on the train—how he got special attention from the hotel clerk—how he won over the financier—simply by talking convincingly.

This knack of talking convincingly will do wonders for any man or woman. Most people are afraid to express their thoughts; they know the humiliation of talking to people

and of being ignored with a casual nod or a "yes" or "no." But when you can talk convincingly, it's different. When you talk people listen and listen eagerly. You can get people to do almost anything you want them to do. And the beauty of it all is that they think they are doing it of their own free will.

In committee meetings, or in a crowd of any sort, you can rivet the attention of all when you talk. You can force them to accept your ideas. It helps wonderfully in writing business letters—enables you to write sales letters that amaze everyone by the big orders they pull in.

Then again it helps in social life. Interesting and convincing talk is the basis of social success. At social affairs you'll always find that the convincing talker is the centre of attraction, and that people go out of their way to "make up" to him.

Talk convincingly and no man—no matter who he is—will ever treat you with cold, unresponsive indifference. Instead, you'll instantly get under his skin, make his heart glow and set fire to his enthusiasms. Talk convincingly and any man—even a stranger—will treat you like an old pal and will literally take the shirt off his back to please you.

You can get anything you want if you know how to talk convincingly. You've noticed that in business, ability alone won't get you much. Many a man of real ability, who cannot express himself well, is often outdistanced by a man of mediocre ability who knows how to talk convincingly. There's no getting away from it, to get ahead—merely to hold your own—to get what your ability entitles you to, you've got to know how to talk convincingly!

THE method Preston told me about is Dr. Law's "Mastery of Speech," published by the Independent Corporation. Such confidence have the publishers in the ability of Dr. Law's method to make you a convincing talker that they will gladly send it to you wholly on approval.

You needn't send any money—not a cent. Merely mail the coupon, or write a letter, and the complete course, "Mastery of Speech," will be sent you by return mail, all charges prepaid. If you are not entirely satisfied with it, send it back any time within five days after you receive it and you will owe nothing.

But if it pleases you, as it has pleased thousands of others, then send only five dollars in full payment. You take no risk. You have everything to gain and nothing to lose. So mail the coupon now before this remarkable offer is withdrawn. INDEPENDENT CORPORATION, Dept. L-223, 319 Sixth Ave., New York.

Independent Corporation

Publishers of the Independent Weekly

Dept. L-223, 319 Sixth Ave., New York

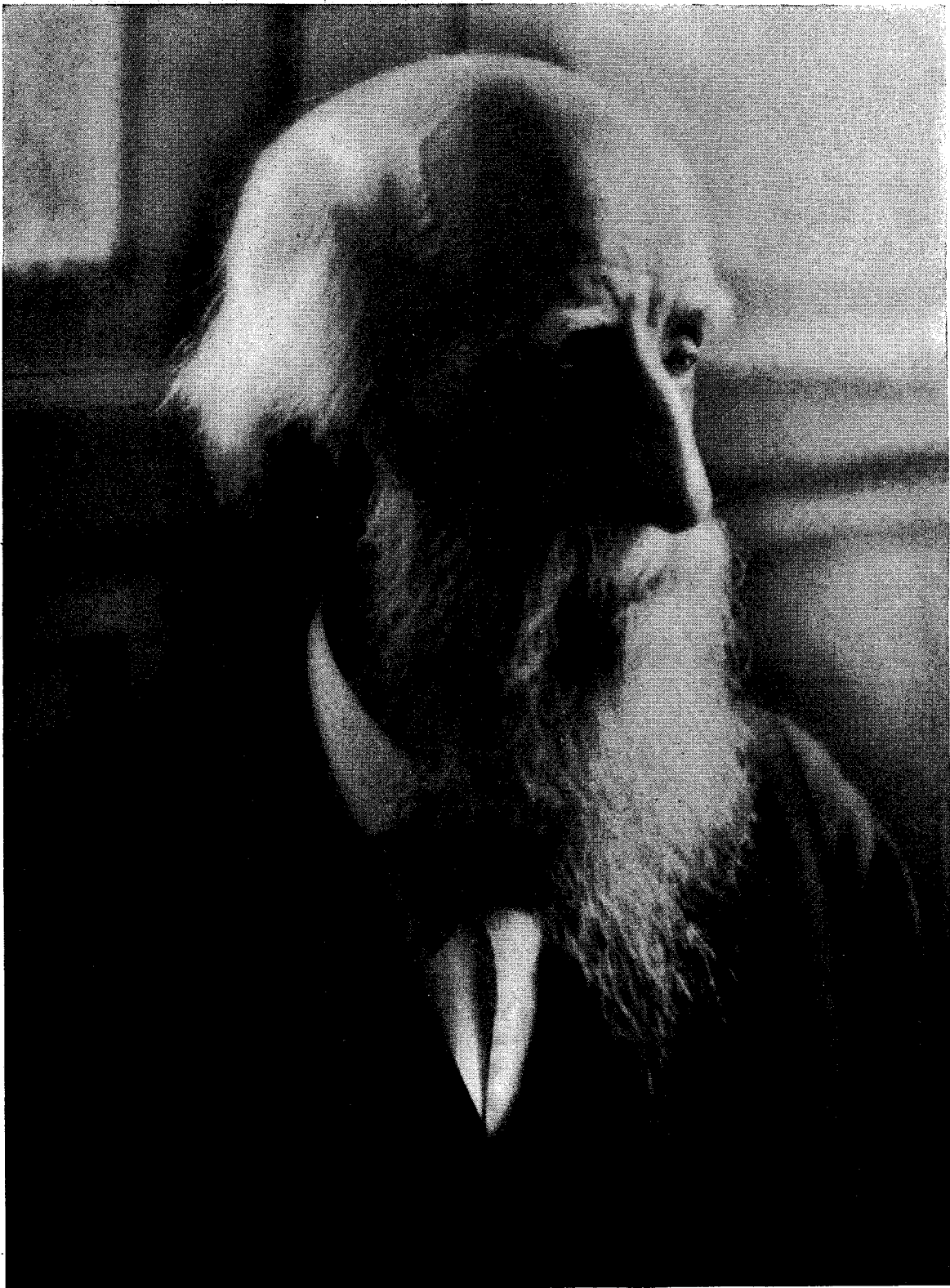
You may send me the Course or Courses checked below. Within five days after receipt I will either remail them or send you \$5 for each in full payment.

- ☐ Roth Memory Course
By David M. Roth
- ☐ How to Read Character at Sight
By Dr. K. M. H. Blackford
- ☐ Mastery of Speech
By Frederick Houk Law
- ☐ Super-Salesmanship (\$7)
By Arthur Newcomb
- ☐ Purinton Course in Personal Efficiency
By Edward Earle Purinton
- ☐ Ferrin Home-Account System (\$3)
By Wesley W. Ferrin

Name.....

Address..... Outlook 3-31-20

[Advertisement]



Photographed in The Outlook Editorial Rooms, February, 1920, by Henry Hoyt Moore, of The Outlook Staff

LYMAN ABBOTT
EDITOR-IN-CHIEF OF THE OUTLOOK